

# THE Publishers' Weekly

*The American* BOOK TRADE JOURNAL

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VOL. C.

NEW YORK, NOVEMBER 26, 1921

No. 22

## WOODROW WILSON AS I KNOW HIM

By Joseph P. Tumulty

PUBLICATION DATE      DECEMBER 5

Price, \$5.00 Net

**"NOTHING** equal to this work, in American history and biography, has appeared since Nicolay and Hay's *Life of Abraham Lincoln*" is the vast compliment that has been paid Tumulty's book. This is a sensational beginning. Coast to coast publicity, and an appeal of international scope. *It shall sell!*

Doubleday, Page & Co.



Garden City, N. Y.

### — a few of the challenging facts:

¶He tells what Wilson said to him about the sinking of the *Lusitania* at the time it occurred. ¶He gives the President's soliloquy when they were alone together in the Cabinet room after the President had delivered his great war message to the Congress. ¶He explains how secret preparations for war were made by the President's order in 1916. ¶He tells how the "amazing indiscretions" of the Irish-

American delegates prevented Wilson from aiding Ireland at the Peace Conference. ¶He tells why Wilson made his ill-fated tour for the League after his return from Paris. ¶He tells why Col. Harvey became his enemy instead of his Ambassador. ¶He tells of his physical collapse and how Lansing during his illness tried to have him superseded by Marshall.

## *Hints to the Bookseller on STOKES' Holiday Books*

*For those who like wholesome romance*

### **RILLA OF INGLESIDE**

By L. M. MONTGOMERY

The author of "Anne of Green Gables" tells the romance of Anne's daughter in a novel that, while finding special favor with young girls of fifteen to twenty, has interest for readers of any age. It is a thoroughly wholesome, "nice" (without being namby-pamby) story—just the sort of book that can be safely read aloud. Its striking frontispiece, jacket and cover inlay in full color add to its attractiveness as a gift.

\$2.00

*For those who like a good smuggling story*

### **KIT MUSGRAVE'S LUCK**

By HAROLD BINDLOSS

The decided revival of interest in smuggling and stories of smugglers makes this new Bindloss novel particularly timely. Telling of the thrilling adventures of an amateur and unwilling smuggler, it is full of action and daring in a glowing setting. The author's own zest for adventure and his first-hand knowledge of men and of the fields of adventure he uses as settings for his stories, make them exciting reading.

\$2.00

*For those who like absorbing love stories, dramatically told*

### **THE CAREER OF DAVID NOBLE**

By FRANCES PARKINSON KEYES

This is a story of the struggle between New England Puritanism and Continental freedom, centering in the romance of a man reared on a little Vermont farm, and a lovely girl, daughter of a French dancer and granddaughter of the "squire" at the "big house." The author is the wife of Senator Keyes of New Hampshire. She is well-known to magazine readers—her "Letters from a Senator's Wife" are now appearing in *Good Housekeeping*.

\$1.75

*For those who want tales of exciting adventure*

### **OLD PLANTATION DAYS**

By ARCHIBALD RUTLEDGE

The *N. Y. Times* says we have "performed a real service to the reading public in bringing together the twenty-eight tales of the Old South which make up this volume. The author is without a rival in his chosen field." A splendid book to suggest for gift-making—any one will like it, but of course your Southern customers will relish it most.

*Illustrated.* \$2.50

*For those who want a big picture book for little boys and girls*

### **STOKES' CHILDREN'S ANNUAL**

A play-book cramfull of the jolliest pictures—pictures in gay colors, and in black-and-white, and scores of stories, verses and plays by a host of well-known authors.

*Profusely Illustrated.* \$3.00

*For those who want "Easy to read" stories for little folk*

### **PRINCE AND ROVER OF CLOVERFIELD FARM**

By HELEN FULLER ORTON

True-to-life stories about "when she was little" and the busy, happy life of an old-fashioned home on a farm, told and retold by a mother to her little boys until they begged that she write them down for other children to share.

**Publishers FREDERICK A. STOKES COMPANY New York**

## The Best Holiday Books

### PLAYS OF EDMOND ROSTAND

*Translated by Henderson Daingerfield Norman. With 8 full-page illustrations by Ivan Glidden.*

Mrs. Norman has made translations of these famous plays which preserve the shimmer and sparkle of the original French wit in the happiest fashion. William Lyon Phelps writes,—"They are really admirable. Their publication will be one of the events of the season."

Two Beautiful Volumes. Gilt-edged, Boxed. \$10.50 the set.

#### MISCELLANEOUS STUDIES IN THE HISTORY OF MUSIC

By O. G. Sonneck Ill. \$3.00

#### LOUISE IMOGEN GUINEY

By Alice Brown \$1.50

#### THE BOOK OF LIFE: MIND AND BODY

By Upton Sinclair Paper. \$.80  
Cloth. \$1.75

#### FOUR PLAYS FOR DANCERS

By William Butler Yeats Ill. \$2.00

#### REYNARD THE FOX

By John Masefield  
New illustrated edition with 16  
new plates (4 in color) by G. D.  
Armour and text illustrations  
by Carton Moorepark. \$5.00

#### THE TRAGEDY OF NAN

By John Masefield  
New illustrated edition with a  
new introduction. \$2.00

#### KING COLE

By John Masefield  
Illustrated by Judith Masefield.  
\$1.50

#### ESTHER AND BERENICE

By John Masefield \$2.00

#### THE SECRET WAY

By Zona Gale \$1.50

#### THE WORKS OF SATAN

By Richard Aumerle Maher \$1.75

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#### THE OPEN SEA

By Edgar Lee Masters \$2.50

#### COLLECTED POEMS

By Edward Arlington Robinson \$3.50

#### ONE ACT PLAYS

By Alice Brown \$2.25

#### MR. WADDINGTON OF WYCK

By May Sinclair \$2.00

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In one volume  
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New Educational Edition  
freshly revised and rear-  
ranged by the author with  
all the original illustrations.  
"One of the indispensable  
books." \$5.00

Also in two volumes,  
\$10.50 the set

#### THE TOWER OF OBLIVION

By Oliver Onions \$1.75

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By Eden Phillpotts \$2.00

#### THE WEDNESDAY WIFE

By Juliette Gordon Smith \$2.00

#### THE MARRIOTTS AND THE POWELLS

By Isabella Holt \$2.00

#### A DAUGHTER OF THE MIDDLE BORDER

By Hamlin Garland. Ill. \$2.00

#### TOPLESS TOWERS

By Margaret Ashmun \$2.00

#### BEGGARS' GOLD

By Ernest Poole \$2.00

#### ROADS GOING SOUTH

By Robert L. Duffus \$2.00

#### JOAN AND PETER

New Edition  
\$1.00

#### ENTER JERRY

By Edwin Meade Robinson \$1.75

### THE FRIENDLY ARCTIC

By VILHJALMUR STEFANSSON

A book by one who can say the last word on Arctic exploration, who by his own resolute and daring experiments has familiarized us with the Arctic circle and robbed it of its terrors. The book is a thrilling tale of the "lost expedition" and the way in which unheard-of difficulties were surmounted. Profusely Illustrated. \$6.00

*At All Bookstores or from*

**THE MACMILLAN COMPANY, 64-66 Fifth Ave., New York**



# Cosmopolitan's Advertising

ON:

"THE PRIDE of PALOMAR," by Kyne "THE FLAMING FOREST," by Curwood

In Magazines, Religious Publications, etc. (Total for the month 34 1/4 columns)

## Distribution:

	Columns		Columns
Cosmopolitan .....	2	World's Work .....	1
Good Housekeeping .....	2	Red Book .....	1
Harper's Bazaar .....	1	Sunset .....	1
Hearst's International .... full page		Blue Book .....	1
(2nd cover)		Life .....	3/4
Column		Woman's Home Companion.	1
Literary Digest .....	1/2	Extension .....	1
Photoplay .....	1	Watchman-Examiner .....	1
Century .....	1	Churchman .....	1
Harper's .....	1	Christian Advocate .....	1
Review of Reviews.....	1	New Era .....	1
Scribner's .....	1	College Magazines .....	9

*Circulation of the above (approximate) 7,544,53*

Additional ads will appear in some of the important January issues on sale a considerable while before Christmas.

## A Note to Booksellers

OUR orders for the first two weeks of November surpassed our most optimistic expectations. No bunk, this. Statistics. It's evident that many dealers have been going over their stocks in the last lull before the Christmas rush.

It occurred to us that if the trade could realize the extent of the advertising we will use in December, it would make *every* dealer go over his stock carefully.

That is why the above records from our ad chart are spread before you. Our cards are on the table.

WHILE the amount of advertising listed here appears formidable—remember that this is the schedule for December *alone*. Similar ads have already appeared from three to five times in these and other publications, and they have helped make "The Pride of Palomar" the best-selling title in the United States. (See Books of the Month's latest [the October] report) and they have kept "The Flaming Forest" high up in the best seller list ever since its publication date last August.



### Cosmopolitan Book Corporation

119 WEST FORTIETH STREET, NEW YORK.



YOU CAN'T GO WRONG ON A COSMOPOLITAN BOOK!



# Schedule for December

ON:

"THE PRIDE of PALOMAR," by Kyne "THE FLAMING FOREST," by Curwood

In Widely - Distributed Newspapers (Total for the month—14,850 lines)

## Distribution:

Lines	Lines
New York Times ..... 600	Seattle Post-Intelligencer .... 450
New York American..... 1800	Los Angeles Examiner..... 1050
New York Herald..... 300	San Francisco Examiner..... 1200
Boston Transcript ..... 600	Washington (D. C.) Times.. 900
Boston Herald ..... 600	Atlanta Georgian ..... 900
Boston Advertiser ..... 1200	Detroit Free Press..... 300
Chicago Examiner ..... 1200	New Orleans Times-Picayune 600
Chicago News ..... 600	Fresno (Cal.) Herald..... 150
Philadelphia Public Ledger.. 750	Sacramento (Cal.) Bee..... 150
Philadelphia North American 900	San Diego (Cal.) Tribune-
Portland Oregonian ..... 450	Union ..... 150

**Circulation of the above (approximate) 4,340,992**

In addition to the campaign on "Palomar" and "Forest," there will be ads on the Harvey Dunn gift edition of "A Tale of Two Cities" and the Wyeth gift edition of "Robinson Crusoe," in the Bookman, the Dial, St. Nicholas, Atlantic Monthly, Good Housekeeping, Hearst's International, New York Times, Boston Transcript and Philadelphia North American. And, on both campaigns, "50-50" advertising elsewhere.

## About Christmas Opportunities

**A**LL records for sales of previous Kyne and Curwood novels have been broken by "The Pride of Palomar" and "The Flaming Forest." This despite the fact that many other famous authors have new books out this year, and despite the fact that it has been a year of general depression.

We felt in the beginning of the year that business would be good for "go-getters," and we decided to back up our trade with a bigger advertising campaign than ever before. With (and largely because of) your help and co-operation this campaign has already passed its goal.

**N**OW for bigger opportunity than ever! Reports from different sections of the country indicate a banner retail Christmas season for popular novels. Don't miss this chance for a quick turnover. Many of the families that will see the advertising listed on these two pages are well-to-do families in your community.

Re-order now. Don't let your stock run low for a day on these fast-selling titles. They mean quick profits for you.



### Cosmopolitan Book Corporation

119 WEST FORTIETH STREET, NEW YORK.



THE DEMAND FOR THESE TITLES WILL KEEP UP ALL WINTER!

For your convenience as a busy bookseller we list below some Scribner books which you should not fail to have in stock in ample quantity for the holiday season. Check them over to make sure that you have a stock to last.

**MY BROTHER THEODORE ROOSEVELT**

*Corinne Roosevelt Robinson*

**THE AMERICANIZATION OF EDWARD  
BOK**

*Twelfth Printing*

**EDWARD AUSTIN ABBEY, R. A.**

*A fit memorial to a great American artist*

**TO LET**

*By John Galsworthy*

**LARAMIE HOLDS THE RANGE**

*Frank H. Spearman*

**THE SCOTTISH CHIEFS**

*Illustrated in color by Wyeth*

**PETER PAN AND WENDY**

*Illustrated in color*

**EVERYCHILD**

*Louis Dodge's best juvenile*

**MY LIFE HERE AND THERE**

*By a granddaughter of General Grant*

**FOUR YEARS IN THE UNDERBRUSH**

*A woman novelist in the world of the unskilled working woman*

**WHERE THE STRANGE TRAILS GO  
DOWN**

*Travel and adventure with E. Alexander Powell*

**WESTWARD HOBOES**

*A rollicking book of American travel*

**CAMP-FIRES AND GUIDE-POSTS**

*Henry van Dyke*

**THE NEW WORLD OF ISLAM**

*Lothrop Stoddard*

**THE SENSE OF HUMOR**

*Max Eastman*

**QUENTIN ROOSEVELT**

*Edited by Kermit Roosevelt*

**VARIATIONS**

*James Huneker*

**MEMORIES & NOTES OF PERSONS &  
PLACES**

*Intimate reminiscences of Stevenson and others*

Charles Scribner's Sons



Fifth Ave., New York

## Fifteen Million People

will be reached by our SISTER SUE advertising during the Christmas season. Read the details below, ponder on the unique suitability of a Porter book for Christmas giving, and then check up your stock and wire for enough to carry you through.



Here are the papers that will carry our SISTER SUE advertisements. Note the number of separate insertions after each paper. This means that these millions of people will be reached not once but several times during the Christmas season.

Boston Herald (7), Transcript (3), N. Y. Herald (7), Times (2), World (1), Tribune (1), Brooklyn Eagle (6), Phila. No. American (7), Ledger (2), Record (1), Chicago News (7), Tribune (2), Post (2), San Francisco Chronicle (2), Bulletin (2), Los Angeles Times (2), Kansas City Star (2), Hartford Courant (1), St. Louis Globe-Democrat (1), Post-Dispatch (2), Cambridge Tribune (1), Christian Advocate (1), Western (1), Northwestern (1), Central (1), California (1), Pacific (1), Epworth Herald (1), Zion's Herald (1), Christian Endeavor World (2), Sunday School Times (2), Watchman Examiner (1), Continent (2), Congregationalist (2), Christian Register (2), Christian Work (1), Record of Christian Work (1), Lookout (1), Presbyterian (1), Outlook (1), Detroit Saturday Night (1).

No matter how many big books by big authors there may be on the fall lists, remember that Mrs. Porter is an author whose name is a household word for reflecting the Christmas spirit of optimism and good cheer.



# NEW PRACTICAL BOOKS

## A Course in Mechanical Drawing.

By Louis Rouillion. This book, written from Mr. Rouillion's rich experience in the leading industrial schools of the country, is by far the most practical ever published, and is specially adopted for school use and self-instruction. It is a practical treatise explaining the Art of Making Working Drawings, Lettering and Dimensioning. Fifteenth edition, revised and enlarged. Fully illustrated. Oblong.

Price \$1.50

## The Model T Ford Car.

By Victor W. Pagé. This is the most complete and practical instruction book ever published on the Ford car and Fordson tractor. All parts of the Ford Model T car and Fordson tractor are described and illustrated in a comprehensive manner. The construction is fully treated and operating principle made clear to everyone. Complete instructions for driving and repairing are given. To the New Revised Edition matter has been added on the Ford Truck and Tractor Conversion Sets and Genuine Fordson Tractor. All parts are described. All repair processes illustrated and fully explained. 153 illustrations, 410 pages, 2 large folding plates.

Price, \$2.00

## The Modern Electroplater.

By Kenneth M. Coggeshall. This is the most complete and practical book on electroplating and allied processes that has been published as a text for the student or professional plater. It is written in simple language and explains all details of electroplating in a concise yet complete manner. Full instructions are given for the preparation and finishing of the work and formulae and complete directions are included for making all kinds of plating solutions, many of these having been trade secrets until published in this instruction manual. 142 illustrations. 276 pages. Price, \$3.00

## The Modern Motor Truck, Its Design, Construction, Operation and Repair.

By Victor W. Pagé. This book is written in language every-one can understand and is not in any sense of the word a technical treatise. It is a practical volume that will make special appeal to the truck driver who seeks to better his position and to the mechanic charged with the repair and upkeep of trucks. The factory or business executive who wants to obtain a complete working knowledge of truck operation problems will find this book a reference work of great value. The truck salesman or automobile dealer will find that this work contains information that means money to them. All garage and service station men should have a copy of this book for reference because truck construction differs from passenger car design in many important respects. Anyone who reads this book is in touch with all the practical features that have been tested out in real service. Just Issued. Cloth. 6 x 9, 800 pages. 750 illustrations.

Price, \$5.00

## Oxy-Acetylene Welding and Cutting with a Treatise on Acetylene and Oxygen.

By P. F. Willis. The 6th revised and much enlarged edition of this book is just off the press. It is a very complete work, written in simple language, fully illustrated with engravings showing how to prepare the work, as well as the actual welding of it. Special chapters treating on Acetylene Oxygen Welding and Cutting, Torch Apparatus and Installation, Preparing for Welding, Welding of Different Metals, Welding of Sheet Metal and Pipe, Welding of Boilers, Welding of Various Pieces, Electric Welding, Automobile and miscellaneous welding are contained, as well as other valuable data. 250 pages. Fully illustrated.

Price, \$1.50

## Modern Gas Tractor: Its Construction, Utility, Operation and Repair.

By Victor W. Pagé. All types and sizes of gasoline, kerosene and oil tractors are described, and every phase of traction engineering practice fully covered. Invaluable to all desiring reliable information on gas motor propelled traction engines and their use. All new 1922 types of tractors are described and complete instructions are given for their use on the farm. Valuable information compiled by Government experts on laying out fields for tractor plowing and numerous practical suggestions for hitches so all types of agricultural machinery can be operated by tractors are outlined. Full instructions are now given for using kerosene and distillate as fuel. 700 pages, 350 illustrations, folding plates.

Price, \$3.00

## Motorcycles and Side Cars: Their Construction, Management and Repair.

By Victor W. Pagé. Describes fully all leading types of machines, their design, construction, maintenance, operation and repair. Shows all new improvements in motorcycle construction, and gives the most complete instructions ever published for starting, driving and repairing all types of motorcycles. The care of the generator, storage battery, automatic cut-out and other parts is clearly expounded. All types of change speed gears and clutches are fully outlined, also full instructions for their use. A complete new chapter has been added on the thorough overhauling and repairing of motorcycle engines, all processes are fully described and illustrated. 601 pages. 371 illustrations. New Revised and Enlarged Edition.

Price, \$3.00

## Arithmetic of Electricity.

By Prof. T. O'Connor Sloane. This book is classed among the most useful works published on the science of electricity, covering as it does the mathematic of electricity in a manner that will attract the attention of those who are not familiar with algebraical formulas. 200 pages. New, Revised and Enlarged Edition.

Price, \$1.50

Our 1922 catalogue is just off the press. Describes books on more than fifty different subjects. You should have us imprint some for you.

**THE NORMAN W. HENLEY PUBLISHING COMPANY**  
2 West 45th Street, New York

## BOOKSELLERS!

This is the book you  
should have on your  
shelves



**EVERY ONE NEEDS IT  
FOR READY REFERENCE**

Daily we receive letters from customers  
as follows:

"Your TWENTIETH CENTURY BOOK  
OF RECIPES, FORMULAS AND  
PROCESSES received. I am glad to have  
a copy of it, and if I could not replace it  
money couldn't buy it. It is the best thing  
of the sort I ever saw."

M. E. TRUX, Sparta, Wis.

A woman writes: "I am alone since my hus-  
band's death with two small children to care  
for and am trying so hard to support them.  
I have customers who take from the Toilet  
Articles I put up, following directions given  
in 'Henley's Twentieth Century Recipe  
Book,' and I have found everyone of them  
to be fine."

MRS. J. H. McMAKEN,  
West Toledo, Ohio.

*Detail circular sent on request.*

*1922 catalogue just off the press.*

*Send for one.*

**The Norman W. Henley  
Publishing Co.**

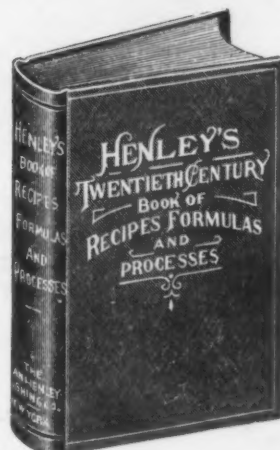
2 W. 45th Street

New York

## The Greatest Book Ever Offered to the Public

NEW EDITION—JUST READY

**Henley's Twentieth Century Book of  
RECIPES, FORMULAS and PROCESSES**



**10,000**

Trade Secrets  
Practical Recipes  
Chemical Processes  
Scientific Formulas

**HOW TO MAKE EVERYTHING  
For the Home, the Factory and the Workshop**

Antiseptics, Waterproofing, Lubricants, Rust  
Preventatives, Dyes, Filters, Cleaning Prepa-  
rations, Enameling, Beverages, Inks, Adhe-  
sives, Polishes, Disinfectants, Flavorings,  
Cosmetics, Ceramics, etc., etc., how to make  
fly paper; to color flowers artificially; to  
estimate weight of ice by measurement; to  
make materials fireproof; to work with met-  
als—aluminum, brass, etc.; to make anything  
and everything from A to Z.

**THIS IS THE BOOK  
every one who seeks PRACTICAL,  
ACCURATE KNOWLEDGE and  
guidance in His everyday work  
MUST HAVE at his command.**

It is a money-maker and a money-saver; it  
appeals to the young as well as to the old.  
Great business enterprises owe their success  
to the manufacture or sale of simple inven-  
tions or compounds, usually the result of an  
experiment at home.  
Profit by the knowledge that has made others  
successful. **GET THIS BOOK TODAY.**  
Every library should have a copy for ready  
reference.

**Price \$4.00**



## **CONTEMPORARY PORTRAITS**

(Third Series)

### **From Whitman to Wells**

by FRANK HARRIS

"What makes all of these 'Contemporary Portraits' so interesting is not the importance of the men portrayed, but the peculiar insight and shrewdness of Harris himself. . . . in these portraits, the myth vanishes and the man emerges."—H. L. Mencken.

Here is a new volume of Contemporary Portraits by Frank Harris. This third series ranges from Walt Whitman to Wells, and includes Galsworthy, Huxley, W. L. George, Coventry Patmore, Gaudier-Brzeska, Symons, Chesterton, Cunningham-Graham, Winston Churchill and others.

They are all portraits in the Harris manner; that is, in all of them he uses intimate personal knowledge of the sitter to explain his work and give life to the description. Above all he avoids Nietzsche's reproach—that birds flying high always appear small to earth-dwellers—for Harris, too, flies on even wing with the strongest.

**\$2.50 net**

### **The Man Shakespeare And His Tragic Life Story**

by FRANK HARRIS

"Frank Harris first unlocked Shakespeare's heart for us."—Oscar Wilde.

Here at last is the new, complete edition of this famous work, arranged and approved by the author. It has been in preparation for more than two years, and is now the only available edition.

*With the Critics:*

"The success of Frank Harris's book on Shakespeare gave me great delight. . . . In critical literature there is one prize that is always open to competition, one blue ribbon that always carries the highest critical mark with it. To win you must write the best book of your generation on Shakespeare. Frank Harris . . . is one who is extraordinarily qualified, by a range of sympathy and understanding that extends from the ribaldry of a buccaneer to the shyest tenderness of the most sensitive poet."—G. Bernard Shaw.

"I shall not attempt here—I could only do it in the form of fiction—to express the emotion, the ever increasing emotion, which I experienced as I read steadily through this elaborate book. I can only compare it with unforgettable sensations which have perturbed me in moments when I stood between the earth and sky on some high tower of Dartmoor. . . . I realized that a masterpiece on Shakespeare had at length been written. The book is full of passionate admiration.—Arnold Bennett.

**\$3.00 net**

**PUBLISHED BY THE AUTHOR**

(FRANK HARRIS)

57 Fifth Avenue

New York City



## Holiday Fiction

### NATHAN

AUTUMN by ROBERT NATHAN

"It has grace, charm, delicacy, wisdom—all the qualities that one misses in recent American fiction."—Ellen Glasgow. "As compact, rounded and fined down as, say, Swinerton's 'Nocturne' or Mrs. Wharton's 'Ethan Frome.'"—H. W. Boynton in *The Independent*. 2nd printing. \$1.75 net

### CABELL

CHIVALRY: THE LINE OF LOVE by JAMES B. CABELL

Revised editions of two of the best of Mr. Cabell's early books. *Chivalry* has been extensively revised and is now published with an introduction by Burton Rascoe. The present edition of *The Line of Love* contains two new stories, together with an introduction by H. L. Mencken. Each \$2 net

### GELZER

THE STREET OF A THOUSAND DELIGHTS by JAY GELZER

Tales of Chinese life in Melbourne whose picturesque charm has made the book one of the most successful volumes of short stories of the year. "Distinctly 'first chop,'" says the *New York Herald*. "Fascinating."—*The Pittsburgh Press*. "A book of delights."—*The Springfield (Mass.) Union*.

### CAMPBELL

THE THRESHOLD by EVELYN CAMPBELL

The struggle of youth to become the master of its own destiny is the theme of this forceful new novel. Set in an American city of moderate size, the action centers about five people whose tangled fortunes are complicated by the at times corroding, at times invigorating, spirit of the age. These five, although they are distinct individuals, are typical of one or another of the conflicting elements in present-day society. About them Mrs. Campbell has built a story admirable for its reality and the strength of its narrative interest. \$2 net

### CARPENTER

LONG SWEETENING by GRANT CARPENTER

In this novel Mr. Carpenter takes his readers into the big tree country of California and into the hearts of the people who inhabit it. Here, in the shadow of the mountains, the boy Wade Carson lives, alone but contented, roaming the woods and holding fast to the tiny cabin which his father had left to him. Then comes John Arnold, who does not hesitate to use the law to rob the boy of his small patrimony, and Wade is left homeless, almost without friends, unable even to revenge himself against the man who has injured him. How the boy grows to manhood, animated always by the desire to recover his property, and how he eventually returns to the scene of his boyhood, to meet the strangest and best of all adventures, is the basis of the romance which follows. \$1.90 net

### CHIPPERFIELD

THE TRIGGER OF CONSCIENCE by ROBERT ORR CHIPPERFIELD

It was at the moment of midnight, when the dancers at the Broadlawns County Club paused in their merry making to sing *Auld Lang Syne* in memory of former days. The lights went out; then, just as the song began, came a shot, a groan and the sound of a fall, and on the verandah, beneath the faint light of a Japanese lantern, lay a dead man. No one could tell who had killed him and with what weapon the crime was committed. The events which follow the murder of the man known as Grant are as thrilling as one might expect to find in a novel by the author of *The Man in the Jury Box*. The ingenuity and abundance of action found in Robert Orr Chipperfield's earlier books are present to a satisfying degree in this new novel representative of the author at his best. \$1.90 net

**Robert M. McBride & Company, Publishers, 7 W. 16th Street  
New York City**

# The Bookman's Journal AND PRINT COLLECTOR

EDITED BY WILFRED PARTINGTON

A monthly illustrated magazine of literature relating to rare books and prints. Issued jointly in London by the Bookman's Journal Company, and in New York by the R. R. Bowker Co.

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BREAK OF MORNING—Walter de la Mare  
THE WORLD AND THE ARTIST—John Drinkwater  
JAMES McBEY: A MASTER ETCHER—Malcolm C. Salaman  
ENGLISH AUTHORS IN NEED OF EDITORS—Richard Curle  
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VALUES OF JAPANESE PRINTS—J. Hutchinson  
BIBLIOGRAPHY OF LIONEL JOHNSON—H. Danielson

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**The Publishers' Weekly**

FOUNDED BY F. LEYPOLDT

November 26, 1921

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.*

**Books as Gifts**

ON no phase of successful book retailing is there more need of concerted and continuous emphasis for the next few years than on the place of books as gifts. This must not be merely at holidays, but it is at the holidays that the book's largest usefulness naturally comes to mind. In spite of the fact that bookstores in the four weeks between Thanksgiving and Christmas are crowded as during no other part of the year, no one who looks over the average collection of gifts received by neighbors and friends can fail to notice that the number of books in proportion to the other gifts is still strikingly small.

There are several reasons often given by people in checking up their Christmas list for curtailing on books. One reason stated is that they are not sure that their friends like books. If this really were the case, the argument is unanswerable, but that people not only like books but are flattered that their friends should consider that they like them is more likely to be the case. Again, it is said that the donor does not know what sort of books a friend would like. But surely among friends there is some understanding in tastes. It is not a bad idea to select gifts that express the taste and personality of the giver, as a friend can be but a slight acquaintance if a gift of that flavor is unacceptable.

Again, it is said that one is likely to duplicate books. The chances of doing this as compared to other lines of merchandise are very small. With hundreds of new books to select from and thousands of old ones, it is only occasionally on some high spot of book popularity that duplication comes, and in that case there is no merchandise so easily and readily exchanged. How small this likelihood of duplication is is recognized by the bookseller, who, after selling tens of thousands of gifts guaranteed exchangeable, has but a score or more exchanges after Christmas, which are

easily taken care of by the regular staff in the quieter days that come between then and New Years.

In the matter of easy and safe delivery a book has advantage over most of its competitors, and besides this there are few households that cannot readily find room for a dozen new books, while many of these same households have great difficulty because of crowded mantels, walls and china closets in finding room for duplications in other directions. This is the season when every bookstore owner and book salesman should carefully think thru the place of books as gifts and act accordingly.

**Bookselling Course for New York**

THE New York Booksellers' League has taken an important step toward bookstore training in arranging for the series of lectures on bookselling in conjunction with the Library School of the New York Public Library. The New York Library has always taken a very broad view of its responsibilities in connection with the distribution of books, and in previous years the Library School has been sponsor for lectures, to which the book-trade has been invited. In this instance the series of twelve lectures by Bessie Graham of the Philadelphia Bookselling School will be given on twelve successive Friday evenings, beginning January 6th.

The lecture hall in connection with the Library School at Forty-second Street will be open to those booksellers having tickets to the course and to members of the Library School. "The Bookman's Manual," by Miss Graham, will be used as the textbook, enabling the students to make considerable progress between the lectures. Miss Graham's long experience in presenting the literary background of bookselling will make it possible for these evenings to be extremely fruitful. The last half hour of each evening will be given to trade discussion, and well-known booksellers have agreed to give talks on specific subjects. The fee is to be five dollars for the twelve lectures, and, as the seating room in the lecture hall is limited, the local stores should take prompt action in order to complete arrangements for those from their shops who wish to attend.

Mr. Eisele of Brentano's, Chairman of the League's committee on the training of booksellers, has been working hard on the arrangements, and it is believed that the group that



meets will have so much in common and have such a natural desire to take full advantage of this opportunity to get at some of the fundamentals of bookselling that the course will be assured of a full attendance every evening.

Bookselling has always been taught on the apprentice method, newcomers to a store being obliged to pick up information in a rather haphazard way, thus delaying the time when they can competently represent the shop. An evening under good direction and with the contagious enthusiasm of a roomful of people of similar interest ought to be of more educational value than a month of casually gathered knowledge. This effort of the League ought to point to future developments of great importance. No one believes that such a short course can do more than test out the possibilities of class study for bookselling, but it is time that a beginning should be made, and the League is fortunate in finding a Library School ready and interested to co-operate, and in having Miss Graham's experience to draw on.

### Write to the Editor

EVERY periodical or newspaper, especially a trade periodical, welcomes discussions on trade situations in the form of letters. The PUBLISHERS' WEEKLY would be glad to have more of these whenever its articles stimulate discussion or when there is need of discussion on new points. It is not necessary that the actual name of the contributor be printed if the contributor feels that such mention would prohibit him from expressing his real opinions. It is necessary, however, as everyone should realize, that the letter, as it comes to the editor, should have the contributor's real name and signature, which can, if desired, be omitted in the printing. Frequently unsigned letters come to hand, oftentimes of much interest, which we would be glad to print but cannot do so if they are completely anonymous communications.

### Poet's Mentality in Doubt

A COMMITTEE of the person of Clinton Scollard, the poet, has been named following a request by the family for an investigation of the poet's mental condition. The first of his volumes of poetry was "Pictures in Song," published in 1884. Then came "Old and New World Lyrics," "Songs of Sunrise Land" and "The Lutes of Morn," followed by a volume each year until his recent serious illness.

### Arbitration Proceeds in New York

AN all day hearing before the arbitration board in the New York printing situation was held on November 17th at the office of Dr. Elliott. Mr. Kendrick of the Employing Printers' Association made the presentation of the case of the employers, asking that a minimum scale of forty-one dollars for day shifts instead of fifty dollars should be established and similar nine dollar reductions on the other two shifts.

The case for the "Big Six" was presented by Mr. Rouse, who has been so powerful a figure in all printing difficulties of the last few years. Mr. Rouse made his principal arguments on the theme that the cost of living recessions should have no bearing on the readjustment of wages, that wages have always been too low and should go steadily up until the men could live on a scale that is commensurate with their needs.

He made particular criticism of the periodical publishers, whom he said had increased their subscription and advertising rates, and, while asking for reduction from the printers, had no intention of decreasing their own office scale of expenditures, over which they had definite control. Mr. Rouse thought that the book publishers were in a slightly different situation from the periodical publishers, as their income was not mixed with any accession from advertising space. Very long and elaborate briefs have been filed by both sides and the arbitrators will have to put in much time on this material before any decision can be rendered. One of the Union's exhibits was to show that trade prosperity was indicated by increased capitalizations during the year, instancing Doran and Macmillan among the publishers, but as these do not own printing plants the point seems to have little pertinence.

The cost relief that has come in the fields of binding and materials gives a heavier proportion of help to the competitive publishers than to the publishers of current books, as the cost of typesetting and plate-making, as well as the general cost of distribution has not receded from last year, and these particularly affect current books.

### Deutsche Bucherei Opens

THE Deutsche Bucherei in Leipzig has now opened its doors to the general public. This huge and stately semi-circular building, shimmering white and decorated with beautiful sculptures, is used to house all books printed in Germany since 1913. Books are not lent, but must be read in the large reading room, which contains 180 seats and accommodation for 10,000 books of reference. There is also a magazine room, where 3,000 German periodicals lie awaiting readers, and a large room for maps and portfolios. The architectural plan of the library is such that extensions twice as large as the original building can be made without injury to the harmony of the design, and the heads of this institution reckon that these will inevitably become necessary.



## A 1922 Program for Book Promotion

### Publishers Decide on Increased Efforts to Stimulate the Use of Books

A GENERAL plan for the promotion of books and reading on lines similar to those which have been used during 1921 is projected and under way by the publishers for next year, and the preliminary steps for this were set in motion at a meeting of the Directors of the National Association of Book Publishers held on November 15th. The meeting was attended by J. W. Hiltman, president, Frederick A. Stokes, John Macrae, Alexander Grosset, George H. Doran, Charles E. Shoemaker, Joseph C. Bray, William B. Barse, Frank C. Dodd, Henry Hoyns, Herbert S. Baker, S. Edgar Briggs.

This part of the activities of the Association is carried on by the trade book publishers and financed by those interested in more and better bookselling. A committee on finance was appointed, consisting of George H. Doran, Chairman; Alexander Grosset and Herbert S. Baker.

As the year rounds out it becomes more possible to estimate the value of the work which has been done in the past year, and it has been increasingly evident that the book-trade cannot afford to lose the impetus that it has gained by the co-operative work so far undertaken. Such publicity has great cumulative power, giving to succeeding years a value in geometric progression.

The new plans as tentatively outlined call for office space connected with the Publishers' Association but paid for by special budget. Marion Humble, who directed the Children's Book Week campaign of a year ago and has had charge of the detailed execution of the three programs this year, has been retained for next year and will be directly in charge of all promotion work under the direction of a large Campaign Committee with Frederic G. Melcher, as chairman.

#### Three Separate Campaigns

During 1921 there were really three separate divisions of the effort, tho co-ordinated. During the next year these special campaigns will be even more carefully planned in order that each may gain from the impetus of the others and no opportunities be neglected.

The Religious Book Week effort was supported and directed by a group of twenty-four religious houses, and obtained its most effective and valuable support thru the religious press, the denominational organizations and the religious bookstores. The Year Round Bookselling campaign brought forward trade suggestions and book promotion material for all seasons of the year, and this material was asked for and used by a list of about seventeen hundred dealers. Children's Book Week, in its third year, was made an integral part of the fall program, and because of the fundamental importance of in-

creasing book interest with the children and the possibility of working in co-operation with schools and libraries this was given special weight and obtained extraordinary publicity. Two green and white posters for Christmas promotion are just being put into the mails.

That all this effort has been of concrete value to the general trade is now acknowledged. In the face of a general business depression such as has not been equalled in this country in three decades, the retailing of books has, as a whole, gone ahead, and not only have retail totals in most stores increased but new bookshops have been springing up and been making good. Many large department stores, where there is a possibility of direct comparison between different departments, have acknowledged that the book department has been one of the few sections that has had a good 1921 showing. Stores with both books and stationery have found books a very steadying element in this year's record.

#### Increase in General Reading

One of the important features of the year's work was the effort to help the bookseller more easily to maintain his active selling thruout the year. Bookselling has in the past tended to be heavily concentrated at Christmas, leaving months when the volume of business did not justify the overhead expense and rent. Good results from this year-round program have been increasingly found among dealers whose imagination has been caught with the idea of doing creative work in merchandising.

Another effect of the general promotion has been the increase in the demand for general reading as distinguished from the attention that is always to be had for the high spots of reading interest. An effort to bring more people into reading habits and to frequenting the bookstores gives broader possibilities in bookselling, and books that cannot be easily promoted by ordinary methods of publicity are picked up readily by the frequenters of the shops. This tends to broaden the base of profitable publishing effort and to put the business on a sounder basis.

Publishers have found the general program suggestive of opportunities for keying up their own advertising, it being the theory of the Committee that under a plan of general reading promotion the publisher would gain most who most effectively connected his promotion with the general discussion. That there has been this effect is evidenced by the fact that, while display advertising thruout the country has generally receded this year (according to figures in *Printers' Ink* about forty per cent) book publishers report that their advertising budgets have been as large as before, and book pages in newspapers and magazines de-

voted to this field have shown evidence of this.

The appearance of book promotion has also had a very salutary effect in encouraging people to enter the book business, and, as there are so many important places where bookshops can be advantageously started, this increase can move steadily on, helped, as it now is, by the issuing of special pamphlets by the National Association, giving information on conducting bookshops, bookstore finance and circulating library methods and so forth.

In many directions, one finds evidence that the attitude of the public toward books has been changing. A new impulse toward book use which started during the war has shown no retrogression. One finds increasing reference to books in the general news columns of the papers and in the editorial pages, an increase in the number of essays on books and bookselling or collecting; an increase in book comment in "columns" and out-of-the-way corners of journalism, and a general development of the public's realization that books have a decided interest apart from their aesthetic appreciation.

#### Growing Co-operation

Nothing has given more satisfaction to those who have been deeply interested in this developing impulse than has the friendly relations between the many groups that have co-operated so often during the past year in keeping the subject of books to the front. The American Library Association has given increased evidence of its interest in working co-operatively with all who are interested in the betterment of book distribution conditions in this country. It has welcomed representatives of the book-trade to its great annual convention, has displayed posters, co-operated on America Month, in the emphasis on useful books, in the summer reading promotion, and with truly extraordinary enthusiasm and imagination entered into the spirit of Children's Book Week, whose plan is broad enough to include all who are interested in any sound relations between children and books. The State Library Commission, with its carefully knit programs for reading development has been another fruitful source of practical suggestion and efficient co-operation.

The schools, not thru the initiative of any campaign, but because of their own increasing emphasis on general reading, are now planning for increased use of general literature in high schools and grade schools. The time is not far distant when not only will, every high school have a library of general literature, but every grade schoolroom besides.

Backed by this general enthusiasm and helped by the testing out which this year has given to promotion work, the chances of building ahead on a much larger scale and to more effective work seem wholly possible. A dozen publishers who have gone carefully over the situation have decided that an enlarged program allowing for more than double the expense of last year is not only necessary, but

inevitable, and the Finance Committee, named above is actively at work to place the situation before every trade publisher in the country. It is proposed that the work will in general be carried along the same lines of trade help, and general publicity as this year, but with new ideas arranged and co-ordinated with the benefit of accumulated experience. It is now necessary to have more room for the work, and office space has been arranged for. It will be necessary to have a greater quantity of all material to be used, as the number who ask for it has been steadily increasing, and the mailing list is likely to increase again as the new program is announced. The larger stores, too, need more posters than it has been possible to provide on this year's budget. The character of all the posters must be keyed to the level of the best of this year by obtaining artists of the highest calibre. Some of this year's were so effective that they are still in use in various windows and in the stores.

As the material is bettered there must also be provision for more frequent mailings, as during the last year it has been necessary, in order to keep within the budget, sometimes to put the posters for two different months into one shipment. There must also be an increased allowance for keeping active connection with the organizations of related interest, the great value of whose help has been indicated above. There are many other possibilities in this co-operative field that it was not possible to connect with during this year.

#### Further Improvements Planned

The mailing list to newspapers and magazines must also be increased, as the clipping books of the year's promotion show that editors found the material about book activities, of real news interest in supplementing their reviews and general literary notes. By syndicating articles of general book interest and keeping the seasonal notes well distributed to those who will use this type of news it will be possible more generally to serve those who would like to keep in touch with the book campaign.

The Religious Book Week, which was at an experimental stage last year, will again be part of the plan, and there will be a special committee to meet at once on this phase of the work, to shape it to the best advantage. Children's Book Week will also, of course, have its special committee, to include, as has always been the case, librarians, scout leaders, educators and others.

This determination of the publishers to do their part to see that full value is taken of the accumulative power of this national wave of increased book interest marks this as one of the most important steps that the book-trade has ever taken, and it shows the determination of those who have the leadership in American publishing to spare no effort to press on in the co-operative work of improving book-trade conditions and setting the book in its rightful place in American life.



## Books for the Farm

**I**N the Reader's Guide column of *The Literary Review* there recently appeared a letter to Mrs. May Lamberton Becker, editor of the column, from a man or woman who was to be called upon to address a group of farmers on "The Value, Use and Choice of Books," a subject on which there ought to be ten thousand lectures during the next year at this time when there is in sight a renaissance of reading. The letter and reply by Mrs. Becker are most suggestive reading for every bookman or person interested in the further use of books:

"J. R. S. (address deleted)—"I am to address a group of unusually intelligent farmers and wish to talk about the value, use, and choice of books. Please name half a dozen or more books that will help me.

"In addressing the farmers, my chief aim is to cultivate the book-reading habit. A surprising number read our local paper. They own cars—two in a family here and there—but I have seen only one collection of books in number over a dozen and that was in a house which had been abandoned by the elderly owners, who went to town and were willing to give the library of two hundred odd volumes to any one buying the farm. I want to reach these people—to make two gleams of intelligence, rather than two blades of grass, grow where one grew before. Hard job? Rather; that's why I appeal to you.

"When I read Van Dyke's 'Desert' and Mary Austin's 'Land of Little Rain,' I wanted to crank my flivver and go to the Mojave. 'Midshipman Easy' sent more boys into the American as well as the British Navy than any other influence. Where can I find books about books comparable with Mary Austin's charming volume?

"I have thought I might begin with the story of Lincoln's intense longing for something to read—suppose he had happened to get hold of such books as Riley's 'Narrative,' 'Omoo,' and some old salt's 'Recollections,' instead of a law book!

"Further, I think an appeal for the sake of the boys and girls should prove effective. The farm family passes Sunday and stormy days in apathy when they ought to be learning the comfort and solace and optimism and joy which books supply in abundance. A man will, I hope, buy books for his children when careless about his own needs.

"I intend to read every volume you recommend."

Mrs. Becker's answer:

"Talk to them as you have written to me, and something will happen—something I know ought to happen in many a prosperous farming community besides yours. If you have difficulty in getting started, read the most inspiring, the most winning, and disarming book about books that I know, Christopher Morley's 'Parnassus on Wheels' (Doubleday, Page). Then when you find that, Mifflin appears in 'The Haunted Bookshop,' you will read that and know why librarians and the book-trade

in general fairly coo when any one says Christopher Morley. If your inspiration begins to flag, get a book recently published by Wilson, 'The Library and Society: Reprints of Papers and Addresses,' and you will find among a dozen or so of papers such as yours is to be, but delivered before library audiences, one by Robert Collyer at the dedication of a library in New England, endowed by one of his friends. I have heard 'Saint Robert' tell that story more than once—about his first books, how he had to work to get them, and what they meant to him—and I had thought that I should not hear it any more, and here I come upon it in his beautiful Saxon speech. 'Books and Folks,' by E. H. Teall (Putnam), would give you a line of approach. This was evidently written by a man who reads about the way he breathes; you breathe the kind of air you are in while you are in it, he reads the book he has while he has it, any book rather than no book, but preferring a good one just as one would rather breathe pure air with country smells in it. Newton's 'Amenities of Book Collecting' (Atlantic Monthly Press) is in our literature to stay; no one who reads it rests content till his friends do. Houghton Mifflin has just published a collection of six short essays, 'Bibliophily, or Book Love,' by James F. Willis, who goes on the principle that 'a library is an organism that develops with the soul of the owner.' 'Books and Ideals' is a pocket anthology about books, newly from the Oxford Press.

"The idea about Lincoln's book-love is good; why not take Roosevelt's reading for another illustration? His 'Autobiography' tells the story, and Roosevelt is still the farmer's hero. After 'Parnassus' read about the wheeled book shop that came true, the Book Van that tours our country, or the one in England; there are many newspaper and magazine articles about ours, and the English one is described by Elizabeth Haldane in the *Nineteenth Century*, July, 1921.

"The quotations are seldom as telling as first-hand speech, here are two so full of ideas that on these texts you could build a revival. The first is from 'Parnassus on Wheels': 'Lord! when you sell a man a book you don't sell him just twelve ounces of paper and ink and glue—you sell him a whole new life!'

"The second is from 'The Cream of the Jest,' by James Branch Cabell: 'No one, I take it, can afford to do without books unless he is quite sure that his own day and personality are the best imaginable; and for this class of persons the most crying need is not, of course, seclusion in a library, but in a sanatorium.'

"Don't let the enthusiasm die down without giving it something to work on, without giving your hearers something definite to do, as a group. A book club is good, one where each member buys a book and circulates it; better still if you can form a reading circle; I know of one that has been going on for twenty years. Prepare an outlet for the enthusiasm that your address will arouse if it is at all like your letter."



## Secretary Hays on Mail Speeding

WITH six months of experience and investigation behind him, Secretary Hays has put into the October number of the *Nation's Business* an interesting summary of the problems of the Post Office as they now stand. The annual turnover of Post Office business is now \$3,000,000,000, with 300,000 employees and expenses of nearly \$600,000,000.

Of special interest are his comments on the parcel post situation:

"We are now going into this matter determined to find out in the most reliable and painstaking manner the real cost of carrying parcel post. In a number of cities merchants are using parcel post for local delivery of merchandise to their customers. This may be at a considerable loss. Figures on this feature of parcel post are being gathered, which will be a basis for a decision as to how far we can go in extending this service. The Post Office Department is obliged to accept these parcels for delivery when tendered, and it is recognized that such service is a public convenience, and has possibilities for economy by consolidation of parcel post facilities in cities. Yet it is chiefly a commercial matter, and its maintenance should not become a tax on the public treasury. The parcel post problem alone presents a task of such magnitude as to engage the best minds of Congress and in the Post Office Department to preserve and continue its growth as a public convenience without straining public expenditures."

He also discusses in detail the postage rates on periodicals, which have been steadily increasing by the application of the zone system to the advertising matter in the periodical. As it stands today, the reading matter of periodicals and newspapers pays 1½ cents per pound postage, flat rate, to any part of the country, and the advertising sections pay zone rate from 2 cents a pound up.

"The original purpose of the Postal Law was to encourage the spread of public information thru a very low rate of postage on newspapers and other publications. There has grown up with these publications a very great business in advertising, and it is suggested that this part of the publication, which is commercial, ought to pay a higher rate than that on educational matter. This question was agitated for a considerable number of years, until 1917, when a law was passed, the effect of which was gradually to increase the rates of postage on the advertising portion of magazines and newspapers to a very considerable extent, as well as to increase the rate on the reading portion from 1 to 1½ cents per pound. The country has been divided into zones, and postage is charged for the advertising portion according to the distance carried—the reading portion goes at a flat rate. Advocates of the present law maintain that certain publishers had virtually received a subsidy in the past on advertising matter, and should be made to pay more for the service rendered. The oppo-

nents of the present law maintain that advertising stimulates business and results in increasing the postal revenues in other ways, and that the increased rates now in effect make it necessary for the publications to charge the public higher subscription prices. Some of the smaller newspapers, whose subscribers are confined to a limited area, have favored the larger papers paying the increased postage, because they feel that it will work to their benefit in keeping out the larger papers. Thus we have a great many different opinions and ideas as to the merits of this law, and it must be thoroly investigated and all sides heard in order to decide what is the equitable action in the matter.

"We have re-established the practice of shipping all monthly, semi-monthly, and bi-weekly periodicals by regular mail trains, instead of by freight. This will result in a very much speedier delivery of periodicals, and as planned, will actually save a considerable amount of money each year for the government."

There is one aspect of the postal situation not mentioned in this report, and that is the discussion of a proper rate for books as distinguished from any other merchandise. Always before and up until the recent postal legislation, books have had a preferred rate because of the recognized importance of getting wider popular distribution for printed matter. In the international postal system books can be mailed from one country to the other for 8 cents per pound or its equivalent in other currency. Since the introduction of parcel post, however, there is no low flat rate for books, and it would cost double what it used to to mail a book from New York to San Francisco; in fact, more for this transit than if it were from London to San Francisco or from New York to Japan.

If it is important to the country that the reading matter of periodicals should be distributed at the low rate of 1½ cents a pound, why is it not equally important that the material in books should be distributed at a low rate. Such a recognition of the importance of print would be a great help to the educational resources of the country, to the libraries, and to readers in far distant points.

## Degrees For Kipling and Frazer

RUDYARD KIPLING and Sir James G. Frazer, the author of "The Golden Bough," received Nov. 19 honorary degrees from the University of Paris. Mr. Kipling is much beloved by the French, particularly because of a poem which he wrote early in the war voicing anew his admiration of and love for French literature and its masters. President Millerand presided at the ceremonies attending the conferring of honors upon the two British men of letters.

## Present Literary Market

THE most recent news sheet from Curtis Brown, Ltd., the English literary agents, makes some most timely and shrewd observations on the present market.

"The tendency of various markets for literary rights" this sheet says, "appears to be:—

"*Novels.*—Rather better prospects, for the unknown writer who has real quality, especially if he or she can tell a story. More and more limitation of British cheap editions to the successful few who are willing to take low royalties, but who get in return big sales. Decreasing sales for very moderately good novels by authors who have been long established and have nothing much that is new to say. No chance at all for the pretentious and empty. Many old stand-bys apparently about finished, and path clearing for new blood, provided it isn't freakish, and over-clever.

"*Non-fiction.*—Slump in memoirs that lack solid literary merit. Decrease in advances on account of royalties for 'books of the moment,' but healthy signs for all that is carefully, thoughtfully, and, above all, readably written.

"*Plays.*—Considerable improvement in the market for what isn't a pretentious effort to do what no one wants, or, on the other hand, uninspired copying of previous popular successes. There was never a better market for carefully-wrought plays, on interesting and carefully-thought-out themes, with fresh backgrounds.

"*Short Stories.*—Editors crying for what isn't freakish on the one hand and commonplace on the other. Almost impossible to get it. Prices steady, and perhaps even rising, for the really good story, because it is so scarce. We could sell a dozen a day if only we could get them. Apparently many authors who can write do not realize the importance of choice of theme.

"*Films.*—High prices for a very few things, and nothing at all for anything else. Pro-

ducers over-stocked. Not much chance of notable improvement till next spring.

"*Continental Rights.*—Steadily improving in Scandinavian countries, and signs of life in Germany. Holland stationary. France beginning to take a little interest again. Italy still practically a lost market. Spain steadily going ahead. Occasional good sales in Middle-Europe. Rather surprisingly good sales of Russian rights for publication outside of Russia. New signs of interest in Japan in modern English and American books, chiefly confined hitherto to 'classics.'

"*Colonial Markets.*—Australia has had a setback, and for the present most of the English and American authors are being disappointed there. American publishers mostly seem to have given up trying, and English publishers are saving the pieces. Probably they will win out in Australia, as American publishers will in Canada.

"*English Novels in the United States.*—Decreased sales for the old-timers; sudden big successes for English authors who do anything sufficiently striking to attract attention.

"*British Rights of American Novels.*—Steadily improving market for American authors who can tell a story and tell it well and in terms that the British public can understand. Old prejudice against American novels *per se* practically gone. Big successes in sight for the right sort of American novelists in British cheap editions, but not unless they deal with believable and attractive characters, and tell a story with skill. But what a gulf is fixed between those who nearly do it and those who do it!

"*Serials.*—Big demand in America and fair demand in England for such as provide an interest that jumps the chasm from one instalment to another. But how few they are! No chance at all for the leisurely novel that calmly disregards instalments."

## Uniform Charge and Credit

MIL R. Hering, Manager of Credits in the Burrows Brothers Co., Cleveland, has an interesting little article on "Charge and Credit" in a recent issue of *The Breeze*, which is reprinted below:

"Our Slogan 'You'll feel our Welcome' is just as adaptable for inter-department use as for customers, and with this always in view, the Credit Department always aims to help every person in our organization. We, of course, all realize that certain rules and customs in business must prevail. Uniformity is the key to big business success. The Credit Department helps to keep things uniform. In every store which does a credit business, a system must be used to watch the accounts, as some customers are inclined to buy more than they can pay for. Customers who have

established charge accounts appreciate that when they say 'Charge it please,' certain steps are taken by the salesperson before they are permitted to take the goods with them. On items which are to be delivered, or called for later, they also realize that the charge ticket will be presented to the office for approval.

"In approving or OK'ing the charges, speed is ever the watchword, just as in other steps of our business. It is just as important to get approvals as it is to make out the charge ticket.

"In writing a charge ticket it is almost a waste of time if it is not made clear and accurate. The ticket should be written very plainly, because when you get thru with it a dozen other people use the original in our own office; our Auditor, Biller, Bookkeepers,



etc., and the duplicate in the customer's office; their Receiving Department, Purchasing Department, Voucher Clerks, and Bookkeepers.

"Another important item in making the charge ticket is to get the customer's name spelled correctly, his initials right and address clear. Errors of this kind can cause no end of confusion in the delivery of the goods and proper mailing of the invoice and last but not least in collecting the account.

"C. O. D. sales are very important in more ways than one. It would be well to send these thru the Credit Department to verify—sometimes goods are sent this way when the customer has a regular account—this causes unpleasant feelings and sometimes embarrassment. Again, thru error, goods may be shipped to a company which has a very high credit rating. This may be a reason for not getting any more business from them and losing what might be worked into a profitable account. Never send a shipment or delivery C. O. D. without a distinct understanding or specific instructions.

"The sales department will always feel our welcome when they wish to confer on matters of this kind, or anything which may come up in the line of charging."

## New Aspect of Book Advertising

**B**OOK advertising makes its appearance in the rotogravure section of the New York Tribune of November 20th. This seems to be the first appearance of books in large numbers in this section of the newspaper, a section that is said by advertisers and publicity experts to have extraordinary pulling power.

Whether this pulling power will have a resultant effect in this case will be in this way tested out. The idea was one proposed by W. R. Richardson, connected with Harper's department for book promotion, whose previous experience in exploiting the Bubble Books caused him to cast around for new methods of book promotion. The power of the rotogravure is in having good sized photographs of unhackneyed style, and news interest, and the Tribune, in gathering these together, is able to make an exceedingly interesting double page spread. In the two pages there are altogether seventeen author portraits, each one carefully selected and usually of special news value. With each portrait is a boxed paragraph connecting up the author with his recent book. William Beebe, for instance, is pictured in the wilds of the jungle, Owen Johnston with his German Police dog, Don Marquis banging away at a typewriter on a soap box, Joseph Lincoln flinging a fly in a Cape Cod backwater, etc. Space has been sold at regular rotogravure rates, and the following publishers co-operated with the Tribune in the experiment:

HARPER & BROTHERS with  
 "More That Must Be Told" by Philip Gibbs.  
 "Oh! Shoot" by Rex Beach.  
 "Ursula Trent" by W. L. George.  
 "Cobweb" by George Agnew Chamberlain.

LITTLE, BROWN & COMPANY with  
 "Nobody's Man" by E. Phillips Oppenheim.  
 "If Winter Comes" by A. S. M. Hutchinson.  
 "The Wasted Generation" by Owen Johnson.

D. APPLETON & COMPANY with  
 "Helen of the Old House" by Harold Bell Wright.  
 "Galusha the Magnificent" by Joseph Lincoln.  
 "Noah an' Jonah an' Cap'n John Smith" by Don Marquis.

GEORGE H. DORAN & COMPANY with  
 "More Tish" by Mary Roberts Rinehart.

J. B. LIPPINCOTT COMPANY with  
 "The Master of Man" by Hall Caine.

ALFRED A. KNOPF with  
 "The Briary Bush" by Floyd Dell.

HOUGHTON MIFFLIN COMPANY with  
 "Success" by Samuel Hopkins Adams.

HENRY HOLT & COMPANY with  
 "The Edge of the Jungle" by William Beebe.

THOMAS SELTZER with  
 "The Glorious Hope" by Jane Burr.

## Record of American Book Production, September, 1921\*

CLASSIFICATION	New Publications			By Origin				
	New Books	New Editions	Pamphlets	English and Other Foreign Authors				Total
				American Authors	American Manufacture	Imported		
Philosophy .....	19	1	0	12	4	4		20
Religion .....	32	4	5	37	2	2		41
Sociology .....	29	3	10	39	1	2		42
Law .....	12	4	6	21	1	0		22
Education .....	15	4	4	22	0	1		23
Philology .....	4	3	0	3	0	4		7
Science .....	13	2	33	41	1	6		48
Technical Books .....	15	4	17	28	1	7		36
Medicine .....	10	9	1	13	0	7		20
Agriculture .....	11	3	3	13	0	4		17
Domestic Economy ...	5	1	2	6	2	0		8
Business .....	20	2	8	25	0	5		30
Fine Arts .....	12	1	5	15	0	3		18
Music .....	5	1	2	8	0	0		8
Games .....	6	0	0	5	0	1		6
General Literature ....	20	4	1	18	3	4		25
Poetry, Drama .....	32	5	0	24	9	4		37
Fiction .....	112	13	1	112	10	4		126
Juvenile .....	117	15	0	127	4	1		132
History .....	34	10	7	36	6	9		51
Geography, Travel .....	19	2	2	15	3	5		23
Biography .....	37	6	4	35	1	11		47
General Works .....	10	1	4	13	1	1		15
Total .....	589	98	115	668	49	85		802

\* In October, 1920, 395 new books, 49 new editions and 118 pamphlets were recorded, a total of 562.



## Authors' League Dinner

THE semi-annual dinner of the Authors' League was held Saturday night at the Hotel Astor, and by way of entertainment for the more than one thousand writers, actors and artists who were there, the graduation exercises of the "Authors' High School" was staged. Channing Pollock was the teacher and the event was, as he said, a moment never to be forgotten and one that would be recalled in the years to come with something akin to pride. The girl graduates in white with yellow bows were: Alice Duer Miller, Anita Loos, Fannie Hurst, Irene Castle, Julia Hoyt, Laurette Taylor, Lynn Fontanne, Marjorie Rambeau, Neysa McMein and Pearl White. Mr. Pollock predicted, in the fullness of his pardonable pride, that some of them would some day make their mark in writing or play-acting or in the art line. The men who got diplomas were: Charles B. Falls, Charles Dana Gibson, Cosmo Hamilton, Donald Brian, Ellis Parker Butler, Eugene O'Brien, Franklin P. Adams, James Montgomery Flagg, Otto Harbach and Will Rogers.

## The Spirit Was Willing

A BOOKLOVER recently wrote to a new and untried bookshop and ordered "The Letters of William James" and "The Way of All Flesh." The bookseller wrote in reply:

"Your valued communication of a recent date received, for which accept our thanks.

"We are sending you the 'Letters of William James' and 'The Way of Old Flesh.' The balance we are unable to procure locally and will send East if you wish us to.

"The book 'Under the Greenwood Tree' is out of print and cannot be obtained.

"Thanking you kindly for this order and awaiting your future ones with interest, we remain" . . .

## A Real Book Town

THE Emporia Gazette, William Allen White's famous paper, has been stirred to a little justifiable boasting in an editorial in its issue of October 18:

### OUR DISTINCTION

"Yesterday the editor of the PUBLISHERS' WEEKLY, the national organ of the book-trade, was in Emporia. He came to see what manner of town it was. He had heard of it. In the book-trade, Emporia is known as the best book town of its size in America. We buy here more books than any other American town of 10,000 buys. We have three prosperous book stores, three public libraries with one branch library and a highly developed book taste, in a world where movies and autos are annually reducing the reading public to a negligible frazzle.

"Emporia has no desire to boast, but if Ottawa and Chanute don't quit preening themselves about their water supply and their death rate, Emporia will turn loose and brag a few lines."

## Philadelphia Booksellers Hear Dr. Traprock

AT the Franklin Inn Club on November 17th the Philadelphia Booksellers' League held Putnam Night and the guests of honor were Dr. Walter E. Traprock and his fellow adventurers on "The Cruise of the Kawa."

The toastmaster was George Palmer Putnam, who despite the scientific nature of the various talks, introduced each speaker with happy wit and charm. Donald Ogden Stewart the fair-haired parodist told some beautiful folk-lore of the Filbert Islands. Wallace Irwin, whose talk on Pacific Nuts was extremely technical, could not at times suppress his inimitable humor. Charles Hanson Towne the botanist and ornithologist of the expedition as the program stated "said it with flowers." In addition to this he brought with him some bizarre specimens of Polynesian flora and Sidney Williams of *The North American* contributed two rare specimens of the wonderful *Effluvia Sherwoodorum*, the odor of which permeated the entire building. Earle H. Balch, the bibliographic composer, sang again the song hits of "Eva The Bookseller's Daughter."

Heywood Broun also of the expedition, told of some of Traprock's adventures that the Doctor's modesty would have forbade the Doctor telling himself and then came the lion of the evening, Dr. Traprock.

With no desire to dull the lustre of such names as Marco Polo, Columbus, Robinson Crusoe and Captain Cook, the persons present, after hearing the valiant Dr. Traprock, were of one mind, that not in several centuries has the world produced quite so great an explorer as the author of "The Cruise of the Kawa." His lecture and the accompanying slides did and will do much to set aright the prevailing misconceptions regarding the South Sea Islands.

F. V. McG.

## National Education Week

THE National Education Association is planning for the week of December 4th-10th a national Education Week, which it is hoped will be observed annually for the purpose of informing the public of the accomplishments and needs of the public schools and to secure the co-operation and support of the public in meeting these needs. It is expected that the President of the United States, governors of all states and mayors in all cities will issue proclamations, giving emphasis to this Week, and that it will have the help of all school authorities. The new President of the Association, Miss Charl O. Williams, of Memphis, Tenn., is a superintendent of county schools, and the emphasis this year will be largely on the betterment of rural education. Those bookstores who are engaged in the selling of textbooks will find this national publicity a welcome opportunity to promote the interest of their textbook department.

## Tales of a Traveler

SHE was the Hepzibah Pyncheon of Hawthorne's "House of the Seven Gables" come to life. Possessed of that dainty olden-day charm and culture, and having no more of a business or practical sense than did her famous double in literature, this little lady was a joy.

She acknowledged her lack of knowledge of business methods, with a sort of "it-can't-be-helped" manner.

"That's the reason I have such a hard time giving an order," she told me.

"You check up your stock when each traveler comes?" I asked her.

"No, I don't believe I ever have."

"If you did," I concealed my surprise at such management, "ordering for the coming season wouldn't be so difficult for you."

"I do count them as they come in to see if the number of books agrees with the bill—not that I think any firm wouldn't do what was right," she hastened to explain, "but they might make a mistake. A friend of mine told me I ought to do that!"

I agreed with her friend unreservedly. "You ought to look up how many books of each title you ordered last year, and then see how many you have left so you can see how many you want for this year."

She thought that was a good idea. She believed she'd do that. She got out the bills from my firm—all those she could find that is—and brought them to me. Then I took them and marked after each title the quantity she now had on hand of each.

"Now, see," I showed her. "You had ten of this book last Fall—you have one left. You see you could use ten more of that this year. See."

She did—and thought it was a wonderful plan.

So continuing, I said: "Now here's a book you don't want to order this year. You bought five of them last year and you still have four!"

I went thru our entire catalog with her, taking first the titles that she had had, before taking up any new ones. By this method, I established confidence in her, and also got a better order than she was in the habit of giving. Besides, I had the satisfaction of knowing that I hadn't forced her into buying more than she could use.

To have taught this little woman this lesson, to have been able to receive from her that smile and word of cheer and true gratefulness, was worth much.

## Orientalia Enlarges

THE staff of the Orientalia held an informal reception at 22 East 60th Street on the afternoon and evening of Saturday, November 19, to celebrate the enlarging and rearranging of the shop. Now for the first time since its humble beginnings, so it says, it can adequately display its books and art treasures.

## The Fourth Dimension

Charles G. Tomerlin in an October issue of *Printers' Ink* writes:

"The three dimensions of business, I classify as follows:

"The 'First Dimension' is the merchandise or product of a business.

"The 'Second Dimension' is the selling or sales side of the business.

"The 'Third Dimension' is the service side of a business.

"Under these three captions or headings are comprised all phases of business. The managing, buying, selling, advertising, stockkeeping, etc. Then comes the unknown quantity in business, which I am calling the 'Fourth Dimension.'

"The 'Fourth Dimension' is 'Vision in Business'—vision is an expansive thing, without limit.

## The Reference Bookshelf

"IT is surprising but true that the majority of households, small and large, possess no reference books; and that the minority which possesses them evinces a strange preference for those which are inferior or hopelessly out of date," says *The Publishers' Circular*.

"Yet every member of a family feels the need from time to time of making immediate reference to books of general and special information, whether for the satisfaction of curiosity or for the increase or the practical application of knowledge; and a judicious selection of reference books would seem obviously useful and valuable. Such books are not dear. Reference books today, considering the wealth of accurate detail they contain, are undoubtedly the cheapest of all books, and as such may be plausibly recommended to that large public which doesn't see the point of spending hard-earned money on literature.

"Whether it be said that works of reference are more valuable than they seem; or that they seem more valuable than they are; in either case they offer a very promising field for the enterprise of book-sellers, who, with a little trouble should be able to catch many customers on the horns of that dilemma. But a great many middle-class and working-class people are unaware that excellent books of this kind are on sale at prices well within their reach; and others, who know of the existence of these volumes, are uncertain which among the vast number are most worth buying; and in consequence the households remain without the essential furniture of accessible information.

"Altho these books are advertised by publishers thru the ordinary media, they do not reach the notice of the unbookish public unless they are further notified by the special and local efforts of individual booksellers. Then, indeed, a great host of people who never buy books in the ordinary way, may be induced to buy a dictionary, an atlas, manuals of cookery, gardening, first aid, etc."



## Our "Cellar" Poets

THERE has always been a general understanding that there is in every generation a school of "attic" poetry and there genius is nurtured. There is now apparently to be a well-established rival to this school which may well be called the school of "cellar poetry." In every copy of Miss Millay's "Second April" which the booksellers offer for sale there is a neatly printed little book-mark for the attention of the customer, which reads as follows:

"Ten books of poems for five dollars with a free copy of 'Renaissance' by Edna St. Vincent Millay. I have several thousand books of poems in my cellar. Send five dollars, and I will mail you postpaid ten different volumes and a free copy of 'Renaissance,' the most beautiful poems ever published by an American publisher at two dollars.

"(Signed) Mitchell Kennerley."

Just how the retailer will benefit by the spread of this offer is not stated, but one of them expressed it, "The poetry must certainly look like thirty cents."

## New Head of International Copyright Bureau

FOR some time past, Professor Ernest Röthlisberger, editor of *Droit d'Auteur* and the leading international copyright authority of the world, has been in practical charge of the International Copyright Bureau at Berne, owing to the illness of M. Comtesse, its titular director. M. Comtesse has now resigned because of ill health, and it is gratifying to note that Professor Röthlisberger has been made the director of the Bureau, as his ability and experience fully justify. Professor Röthlisberger's services to the cause of international copyright have indeed been far beyond appraisal.

## Authors and Bookshop

AS to the value of having authors deliver lectures in the bookstores, a telegram from Peter B. Kyne which appears below is illuminating. Mr. Kyne's lecture was on October 8th in Paul Elder's bookshop in San Francisco, and he went to the store expecting that his appearance would call for nothing more than a perfunctory few minutes of discussion about how it feels to be an author, before an audience of possibly a couple of dozen. Elder, however, had advertised the lecture in the newspapers just at the time that "The Pride of Palomar" was being widely commented upon, and Kyne's publishers had communicated with the San Francisco papers. The author's reception was such that he sent the following telegram to Cosmopolitan Book Corporation when his talk had been completed:

ELDER PUBLICITY STUNT HOWLING SUCCESS—HAD TO MAKE TWO ONE-HOUR TALKS TO ACCOMMODATE CROWD. AS MANY MORE TURNED AWAY, AND I HAVE BEEN DULY PHOTOGRAPHED. ELDER SOLD OUT EVERYTHING INCLUDING REPRINTS.

PETER B. KYNE.

## Proper Preparation of Parcels for Mailing

THE Post Office Department is inaugurating an intensive campaign for the proper preparation of parcels for the mail. The cooperation on the part of mailers of parcel post packages is requested with the view of reducing the minimum, damage or breakage to parcel post matter.

Proper preparation of parcels includes the use of strong wrapping paper and secure tying with twine of sufficient strength to withhold the handling to which parcel post matter is subject.

## Bookshops Really Needed

THE need of bookstores in the smaller cities has been constantly emphasized in the trade but it is interesting to see an echo from the point of view of the community, and such an instance is shown in a write-up given to a newly established bookshop in Elizabeth, New Jersey. W. R. Buchanan, Jr., and E. A. Rankin, Jr., have opened the shop under the name of the Elizabeth Book Company, and the local reporter seized upon the occasion to point out that the coming of a bookshop filled a real civic need:

"With the opening of the bookshop at 288 North Broad Street today, a long-felt need in Elizabeth will be supplied. For years residents of this city have been forced to go elsewhere to find a complete line of books, and it has often been the source of much irritation to book lovers that they could not obtain in this city some volume they wished. In spite of the demand that seemed to exist for such an establishment, no person or persons seemed eager to venture it until William R. Buchanan, Jr., and E. A. Rankin, Jr., decided to further Elizabeth's progress in that respect and started preparations for the shop.

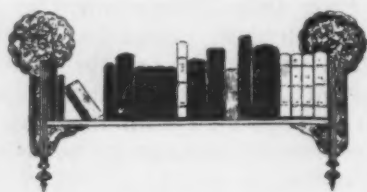
"A book store has really been about the only important type of store lacking in Elizabeth and with that shortcoming filled, it may be said that one needs not go elsewhere to do one's shopping. Few are the articles desired which cannot be purchased in this city now.

"The new store, which will be operated by the Elizabeth Book Company, will be run with a view to furnishing the reading public of this city with the best of the current publications, as well as standard and specialized works. The bookshop will endeavor to keep a wide selection in stock and will undertake to secure without delay any special book which a customer may desire. In addition to books, stationery, cards and engraving work will be handled.

"The shop has been tastefully decorated in a tan and green effect with convenient shelves about the walls, and tables scattered here and there. A lattice work effect at the rear partitions off that section, which is to be reserved for the circulating library. Comfortable chairs are provided for the convenience of customers. Additional appointments in the general color scheme add a distinctive tone.



## In the Field of the Retailer



### YOUR BIRTHDAY

This brings greetings and congratulations  
on your Birthday  
and best wishes for your happiness -  
during the days to follow

THE BOOK SHOP FOR BOYS AND GIRLS  
AT FREDERICK & NELSON'S

GREETING CARD FOR CHILDREN

### Birthday Greetings

MANY bookstores as they develop their special children's department have experimented with ways of keeping in touch with the children themselves, and one of the best methods devised is that of keeping a guest book, in which all little visitors can write down their names and addresses and their birthdays. This permits the bookshop to send a greeting to every child as the birthday comes round and to keep track of the ages of the children whose parents are likely to be regular buyers. Miss Gertrude Andrus, who has developed the famous Bookshop for Boys and Girls in the department store of Frederick & Nelson, Seattle, has devised an engraved greeting card of excellent design, which is sent out to every child as the day comes round. The same shop supplies also a book-plate to be used in any book that is sent out for a gift.

### Beginning at Home

IF there are, as has been estimated, between five and ten thousand salesmen engaged in the retail selling of books, there ought to be at least as many people who are not only theoretically persuaded that books are the best of all Christmas gifts, but have very practical convictions on that score.

The important point is not that the bookstore wishes to sell merchandise to its own employees, certainly not that they should take time at this busy season for the selection of books in the crowded hours before Christmas, but it is important that every book salesman should be thoroly "sold" on the idea that books are the best of gifts, and if thus "sold" on the idea they are likely to make this an important part of their own list. If book salesmen themselves do not believe in books as

gifts, how can they persuade others that this is the case? Some discussion of this point might well take place at the various store meetings that are held during November.

### A New Bookshop

IT is said that there is food for the mind and food for the body and food for conversation since the Paul Morphy House opens in Royal Street in New Orleans this month. In the old courtyard with its shrubs and vines there is a new tea-room, the color scheme of which is black and orange and gray. In warm weather, tea is served in this court, but in cold weather or damp weather or when you please, it is served indoors. As a new bookshop is the teashop's companion in the same building, one may buy a book and take it out into the garden to peruse while one orders luncheon. Mrs. Rosalie Nixon, with Miss Lyda Belden to assist her, conducts the bookshop. Business will be paramount in her shop, says Mrs.



MY  
BOOK

CHILD'S BOOKPLATE

Nixon, and if one orders a book it will be ordered the same day, even if she has to put the letter aboard the train herself. She will handle new and rare books and will conduct a circulating library. The bookshop will also sell antiques, paintings, bronzes, imported laces, mantillas, embroideries and fans. The furniture, she says, serves as a background for the books and the books set off the furniture. Reports say that the shop is very artistic and charming and comfortable, and that with its literally hundreds of visitors each day seems almost like a perpetual party. However, the prompt service and up-to-date stock is as much of an asset as the atmosphere.

## An Uncorrected Galley

### THE LAST DRINK

And speaking of a topic, forever popular and seasonable, the last drink legally served in Bookland was the last one served in "The Haunted Bookshop," that book being published June 30, 1918.

### SONG

FOR years I've been trying to get up a scheme

For suppressing the hard-lucky wight,—  
The fellow who has a perpetual stream  
Of sorrowful tales to recite.

And I wish to announce I've discovered a plan  
That is sure to bring sufferers bliss.  
And the same is quite simple: as soon as your man

Commences, salute him with this:

### CHORUS

If you tell me your troubles you're gonna hear mine,—

I warn you before you begin.

You're not the one bird with a crick in the spine,

Nor the one guy whose pocketbook's thin.

Your trousers, you tell me, are worn at the knee?

Why, look at the patches in mine!

And, say, if you tell all your troubles to me

You can bet that you're gonna hear mine.

—From Edward Anthony's "Merry-Go-Roundelays" (Harper).

### ATTENTION!

From Northampton, Mass., comes this story of Gerald Stanley Lee:

Desiring to purchase for himself some almonds and pecans one day he entered a confectionary store and took his stand before the case. After waiting some little time without being noticed he raised his voice:

"Here! Here! Who waits on the nuts?"  
—*Life*.

### DISILLUSION

He opened the book and he closed the book  
In the space of one short hour,  
And his eyes shone bright with the strange  
white light

Of a great and new-born power.

"Perhaps he has found the Absolute Cause,"  
I remarked to one I knew;

"Perhaps, step and stage, he has found in the  
page

The genuine cosmical view."

We rose and we looked at the ponderous book  
When the man had gone away,

And we saw that its name was "The Rules  
of the Game:

Poker, The Draw and The Play."

BERNARD BRESLAUER in *Life*.

## Louisville Freshman Vote Wright

THE freshman class of the University of Louisville have been sorting out their knowledge of literature, and, 102 strong, have registered their preferences concerning favorite authors of the past and present. The vote for the most popular of modern novelists has gone to Harold Bell Wright. Charles Dickens heads the list of favorites among standard authors.

Harold Bell Wright received over twice as many votes as did H. G. Wells and Mark Twain; over four times as many as did Booth Tarkington, Sinclair Lewis, Hugh Walpole and others. John Fox, Jr., and Zane Grey tied for second place. The list, in order of popularity, ran:

Harold Bell Wright	Edgar Burroughs
John Fox, Jr.	Arnold Bennett
Zane Grey	Diana Craik
Rudyard Kipling	Irvin S. Cobb
Mark Twain	Mary Roberts Rinehart
H. G. Wells	William Dean Howells
Winston Churchill	John Galsworthy
William J. Locke	Ethel M. Dell
J. M. Barrie	Marion Crawford
Sinclair Lewis	Charles Neville Buck
Booth Tarkington	Kenneth Grahame
Hugh Walpole	Geo. Barr McCutcheon
James Lane Allen	Jeffery Farnol
Jack London	Beulah Dix
Fannie McCauley	

The votes polled for standard novelists ran:

Dickens	Mark Twain
Cooper	Henry James
Scott	Edgar Guest (sic.)
Stevenson	Swinburne
Eliot	Victor Hugo
Thackeray	Tennyson
Jane Austen	Hardy
Hawthorne	Bulwer-Lytton

## The Aldrich Bookcase

THE idea of promoting personal bookcases for children has been such a happy feature of Children's Book Week that it is well for dealers to remember that a continued emphasis on this idea can bring results that will amply repay the effort. The bookcases as manufactured for the trade are beautifully finished and go together easily. Every one that is placed among bookstore customers means increased demand for children's books thruout the year, and in many cases dealers are finding that they can sell the bookcase with a full collection of about thirty-five books in it. The Children's Book Week Committee gave the rights to make this bookcase for sale to the C. J. Lundstrom Co., Little Falls, New York, and everyone has been pleased with the character of the workmanship. The price boxed is \$3.25 each or \$3.75 prepaid east of the Mississippi.



## Obituary Notes

### HORACE S. RIDINGS

MANY members of the book-trade will regret to learn of the death of Horace S. Ridings, which occurred at his home in Philadelphia on November 19th, after a prolonged illness. His illness unfortunately prevented the celebration on November 12th of his fifty years of service with the J. B. Lippincott Company.

Mr. Ridings has been an active figure in the publishing field since he succeeded Mr. Kimball as sales manager of the J. B. Lippincott Company in the late seventies. His grasp of the publishing business commended him for the responsible position of making the yearly trip to England, and it was thru his broad vision that the house made many notable connections and brought to America



HORACE S. RIDINGS

the scientific and technical works of Charles Griffin & Co., the publications of W. & R. Chambers, and in later years arranged for the publication here of many notable works issued by Heinemann and other English publishers.

Mr. Ridings was a bookman of the old school. His unfailing geniality and wit made him welcome wherever bookmen gathered, and his judgment in publishing problems was sought by many.

He was born on July 27th, 1856, in Phila-

delphia. In 1871 he graduated from the High School and entered the employ of the Lippincott Company, which was to be his business home for fifty years. He rose steadily from position to position until in January, 1907, he became a director, and January, 1916, Secretary of the corporation.

He is survived by his widow, a son, Horace, Jr., a daughter, Mrs. W. S. Harvey, and four grandchildren. For many years he was an active member of the Union League, Philadelphia, where he was Chairman of the Membership Committee. Among his warm personal friends were ex-Governor Stuart and Governor Sproul of Pennsylvania, ex-Governor Miller of Delaware and John Gribbel. In earlier years he was a member of the famous Quaker City Barge Club, and helped to win many trophies. Mr. Ridings was an all round athlete, and in those days laid the foundation for great physical strength, which was one of his assets and served him in good stead until his last illness.

### BLEECKER VAN WAGENEN

Bleecker Van Wagenen, long a member of the firm of Dodd, Mead & Co., passed away on the eleventh of November at Bellows Falls, Vt., succumbing to pneumonia. Mr. Van Wagenen became a member of the firm of Dodd & Mead in 1876, the firm name being changed at that time to Dodd, Mead & Co. For many years he was actively engaged in all phases of the business, later confining his activities mainly to the handling of the finances of the company, and retiring as a member of the firm in 1909. Mr. Van Wagenen lived for many years in South Orange, N. J., and took a leading part in the affairs of organized charities, acting as President of the Bureau of Associated Charities of the Oranges from 1894-1909. He had been a trustee of the School for Feeble-Minded at Vineland, N. J., for a number of years prior to his death. He was a member of the American Eugenics Society, of the Century Association and an elder of the Madison Avenue Presbyterian Church. Thruout his life his associations and activities were directed toward the end of leaving the world a little better than he had found it.

## Periodical Notes

*La Revista del Mundo*, Spanish edition of *World's Work*, published by Doubleday, Page & Co., Garden City, N. Y., will discontinue publication with the November issue. A. Eugene Bolles, who has been general manager of *La Revista del Mundo*, has resigned from the Doubleday, Page company. His plans have not been announced.

## Business Notes

NEW YORK CITY.—A. C. McClurg & Co. have opened a shipping headquarters for all books and stationery orders for their Chicago Houses, excepting freight shipments, at 381 Fourth Avenue, sixth floor. Mr. T. I. Humble will be in charge.



## The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.*

*Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to; under 30 cm.); Q. (8vo; 25 cm.); D. (12mo; 20 cm.); S. (16mo; 17½ cm.); T. (24mo; 15 cm.); Tt. (32mo; 12½ cm.); Ff. (48mo; 10 cm.); sq., obl., nar., designate square, oblong, narrow.*

### Abbott, Lyman

Silhouettes of my contemporaries. 361 p. front. (por.) O c. Garden City, N. Y., Doubleday, Page \$3 n.

Sketches of famous men and women with whom Mr. Abbott came in contact thru his long literary career, among them being, P. T. Barnum, Edwin Booth, John B. Gough, John Fiske, D. L. Moody, H. W. Beecher, Phillips Brooks, Alice Freeman Palmer, Booker T. Washington, R. B. Hayes, Lincoln, Roosevelt and others.

### Adams, Katherine

Midsummer; a story for boys and girls. 241 p. front. D c. N. Y., Macmillan \$1.50 n.

The story of an American boy and girl who spent their summer in a castle on the rocky coast of Sweden.

An administrator in the making, James Saumarez Mann, 1893-1920; ed. by his father; with il. and a map. 10+330 p. front. (por.) pors., pls. (part fold.) O '21 N. Y., Longmans, Green \$5.50 n.

Letters describing the life and work of a novice in administration in Mesopotamia during the war.

Apple (The) of beauty and discord; numerous poems, stories and essays on the arts by modern writers; with over 150 illustrations. 218 p. Q '21 N. Y., Stokes \$12.50 n.

### Armand, Emma C.

Grammaire élémentaire; deuxième année. 10+288 p. front. pls. map pors. D (Heath's modern language ser.) [c. '21] Bost., Heath \$1.56 n.

### Ashmun, Margaret Eliza

Topless towers; a romance of Morning-side Heights. 307 p. D c. N. Y., Macmillan \$2 n.

A story of two young bachelor girls and their life in a New York apartment.

### Baily, Francis Evans

Dolf. 252 p. D [c. '21] N. Y., Boni & Liveright \$2 n.

The story of a beautiful girl's adventures with scheming, would-be lovers.

### Batten, H. Mortimer

Habits and characters of various wild animals; with front. in col. and 16 full-page il. in black-and-white. 346 p. O '21 N. Y., Stokes \$3.50 n.

### Bennett, John

Madame Margot; a grotesque legend of old Charleston. 110 p. nar. D c. N. Y., Century Co. bds. \$1 n.

The theme of this legend is that the beautiful Creole, Mme. Margot, sells her soul to the devil to keep her lovely daughter pure.

### Betts, George Herbert

The new program of religious education. 107 p. (1½ p. bibl.) D (The Abingdon religious education texts) [c. '21] N. Y. & Cin., Abingdon Press 75 c. n.

Partial contents: Conflicting currents; Religion through evangelism; The Church's neglect of religious education; The new program.

### Boulting, William

Four pilgrims. 8+256 p. O (Truber's Oriental ser.) [n. d.] N. Y., Dutton \$4 n.

Contents: 1. Hiuen-Tsiang, master of the law, and his perilous journey to the sacred land of Buddha, A.D. 627-643; 2. Saewulf, an English pilgrim to Palestine, A.D. 1102; 3. Mohammed Ibn Abd Allah, better known as Ibn Batuta, the greatest of Moslem travellers, A.D. 1304-77; 4. Ludovico Varthema of Bologna, renegade pilgrim to Mecca, foremost of Italian travellers.

### American Society For Testing Materials

Standard specifications for boiler rivet steel; text as adopted by the American society for testing materials; rev. 1914; French-English ed., prepared under the supervision of the Bu. of Standards, 1921; [French title: Cahier des charges normalisé pour aciers à rivets pour chaudières; tr. by C. O. Mailloux.] 14 p. il. tabs. O (Dept. of Commerce, U. S. Bu. of foreign and domestic commerce; Industrial standards. no. 126) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Standard specifications for staybolt iron; text as adopted by the American society for testing materials; rev. 1918; French-English ed., prepared under the supervision of the Bu. of Standards, 1921; [French

title: Cahier des charges normalisé pour fer pour entretoises; tr. by C. O. Mailloux.] 12 p. tabs. O (Dept. of Commerce; U. S. Bu. of foreign and domestic commerce; Industrial standards. no. 128) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Standard specifications for welded wrought-iron pipe; text as adopted by the American society for testing materials; adopted, 1918; French-English ed. prepared under the supervision of the Bu. of Standards, 1921; [French title: Cahier des charges normalisé pour tubes en fer forgé soudés; tr. by C. O. Mailloux.] 14 p. tabs. O (Dept. of Commerce, U. S. Bu. of foreign and domestic commerce; Industrial standards. no. 132) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

**Brett-Smith, H. F. B., ed.**

Peacock's Four ages of poetry; Shelley's Defence of poetry; Browning's Essay on Shelley; [with an introd. and a bibliographical note by the editor.] 23+112 p. D (The Percy reprints, no. 3) '21 Bost., Houghton Mifflin bds. \$1.50 n.

**Brown, Lourie Ottis**

Rapid hand drawing; fundamentals and methods, principles and rudiments. 32 p. il. diags. O [c. '20] Indianapolis, Ind., Meigs Pub. Co. pap. 50 c.

Rapid crayon work for every department in the Sunday school.

**Bruette, William Arthur**

The complete dog book. 353 p. front. pls. O [c. '21] Cin., Stewart Kidd Co. \$3 n.

Dogs of America and England are described, giving the history, general characteristics, peculiarities and particular sphere of usefulness of all of the breeds recognized by the American Kennel Club, together with the latest standards of judging each breed.

**Bullard, Arthur [Albert Edwards, pseud.]**

The A B C's of disarmament and the Pacific problems; with foreword. 8+122 p. D c. N. Y., Macmillan \$1.25 n.

**Burney, Charles Fox**

The Gospel in the Old Testament. 11+256 p. O '21 N. Y., Scribner \$3.50 n.

Partial contents: The early narratives of Genesis; The trial of Abraham; The crossing of the Red Sea; The Christian interpretation of Messianic prophecy; Israel's mission to humanity; Our Lord's use of the Old Testament.

**Burroughs, Edgar Rice**

The mucker; il. by J. Allen St. John. 414 p. front. pls. D c. Chic., McClurg \$1.90 n.

The adventures and travels of a young man, a product of a gang-infested district of Chicago, who is accused of a crime of which he is innocent.

**Cabell, James Branch**

Chivalry; dizain des reines; with an introd. by Burton Rascoe, [new and rev. edition] 13+281 p. D '21 c. '09-'21 N. Y., McBride \$2 n.

Formerly published by Harper & Bros. in 1909.

The line of love; dizain de mariages; with an introd. by H. L. Mencken; [new and rev. edition.] 13+261 p. D '21 c. '05-'21 N. Y., McBride \$2 n.

Formerly published by Harper & Bros. in 1905.

**Cady, Mary R., and Dewey, Julia M.**

Picture stories from the great artists; with il. from Rosa Bonheur, Van Dyck, Landseer and Murillo. 128 p. front. pls. D '21 c. '03 N. Y., Macmillan \$1 n.

A reader for little children.

**Carter, Edward Champe**

A marine, sir!; with a foreword by John A. Lejeune, Major-general commandant, U.S. Marine corps. 9+173 p. D [c. '21] Bost., Cornhill \$1.50 n.

**Burbank, Alfred Stevens**

Guide to historic Plymouth, localities and objects of interest. 96 p. (3 p. bibl.) il. D [c. '21] Plymouth, Mass. [Author] pap. 25 c. n.

**Carnegie Steel Company**

Blast furnace slag. 38 p. il. D '21 Pittsburgh, Pa., Carnegie Steel Co. pap. 50 c. n.

A book for boys on the war-time service of the Marines, in which the author endeavors to awaken the ideal that American boys are constantly needed by their country in peace as well as in war.

**Clementi, Marie Penelope Rose Eyres [Mrs. Cecil Clementi]**

Through British Guiana to the summit of Raraima; with 14 il. and a map. 236 p. front. pls. fold. map chart O [n. d.] N. Y., Dutton \$4 n.

A description of British Guiana, by the wife of the Colonial Secretary, who has lived in that country about six years.

**Collier, W. V. F.**

Dogs of China and Japan in nature and in art. 207 p. il. pls. (part col.) O '21 N. Y., Stokes \$12.50 n.

**Cooper, George H.**

Ancient Britain; the cradle of civilization. 343 p. front. diags. tabs. il. D c. San Jose, Cal., Hillis-Murgotten Co., 34 S. 2nd St. \$3

The intent of this book is to produce evidence that the original of the Biblical Eden is Salisbury Plain in England.

**Corelli, Marie Minnie Mackay**

The secret power. 342 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

A story of the approaching change which is to revolutionize the world today, and of what may be in store for humanity as a result of too far-reaching discoveries. The scene is laid in Southern California and Italy.

**Couperus, Louis Marie Anne**

The hidden force; a story of modern Java; tr. by Alexander Teixeira de Mattos. 306 p. D c. N. Y., Dodd, Mead \$2 n.

The story of the hidden force in the tropics that works against the energy and power of the natives and white men.

**Croce, Benedetto**

History; its theory and practice; tr. by Douglas Ainslie. 317 p. D (European library) '21 N. Y., Harcourt, Brace & Co. \$3.75 n.

**Crossley, Fred H.**

English church monuments, A. D. 1150-1550; an introd. to the study of tombs and effigies of the mediaeval period. 10+274 p. front. pls. Q ['21] N. Y., Scribner \$12 n.

Partial contents: The architectural decoration of tombs and chantry-chapels; Effigies and costume: military and civil.

**Darrow, Floyd Lavern**

Questions and problems in chemistry. 7+177 p. D c. N. Y., Harcourt, Brace & Co. 80 c. n.

For the use of the student as a guide to the everyday preparation of his lessons.

**Details of cabinet construction; [foreword by J. C. S. Brough]** 202 p. il. plans D (The woodworker ser.) [n. d.] Phil., Lippincott \$1.50 n.

This volume provides the woodworker with all the information required to make any furniture of which he has scale drawings, and principal dimensions.

Industrial wheels, gear blanks and other circular forgings. 45 p. il. D '21 Pittsburgh, Pa., Carnegie Steel Co. pap. 50 c. n.

Steel cross ties for every purpose. 55 p. il. D '21 Pittsburgh, Pa., Carnegie Steel Co. pap. 50 c. n.

Metric conversion tables; English equivalents to metric weights and measurements. 39 p. O '21 Pittsburgh, Pa., Carnegie Steel Co. linen \$1 n.



**Dickson, Edward R., comp.**

Poems of the dance; an anthology; 1500 B.C.-1920 A.D.; introd. by Louis Untermeyer; with photographs by [the compiler.] 263 p. front. pls. D c. N. Y., Knopf bds. \$3 n bxd.

Poems by Zoë Akins; Aristophanes; Witter Bynner; Madison Cawein; Charles Dickens; Euripides; R. W. Gilder; Homer; John Keats; Amy Lowell; John Cowper Powys; Shakespeare; Tagore; Wordsworth and others.

**Doyle, Arthur Conan**

The wanderings of a spiritualist. 11+299 p. front. (por.) pors. pls. O [c. '21] N. Y., Doran \$2.50 n.

An intimate survey of great spiritualist centers of the world.

**Doyle, Kinsley Dryden**

Agriculture and irrigation in continental and tropical climates. 15+268 p. tabs. O [n. d.] N. Y., Dutton \$7.50 n.

Information for the prospective settler or merchant in foreign countries.

**Drinkwater, John**

Oliver Cromwell; a play. 96 p. D c. Bost., Houghton Mifflin bds. \$1.50 n.

The story of Oliver Cromwell's rise from small farmer and village leader to Lord High Protector of Great Britain, in a play of 8 scenes.

**Dumas, Alexandre, fils**

Le demi-monde; comédie en cinq actes en prose; ed. with an introd. and notes by Hugh Allison Smith and Robert Bell Michell. 9+249 p. O (Oxford French ser. by American scholars) '21 N. Y., Oxford Univ. Press \$1.40

**Dunn, Joseph Allan Elphinstone**

The girl of Ghost Mountain. 273 p. D [c. '21] Bost., Small, Maynard \$1.90 n.

The story of a rivalry between the men of the Circle S and the cattle rustlers, for the good will of a girl.

**Eaton, Mrs. Florence Taft**

Everyyear garden calendar. 12 p. il. D '21 Bost., Atlantic Monthly Press \$1

**Fabijanovic, Stephanus**

As I see: Nietzsche. 95 p. O '20 Los Angeles, Cal. [Author], 938 E. 12th St. pap. 50 c.

An interpretation of the works of Nietzsche.

**Field, Guy Cromwell**

Moral theory; an introd. to ethics. 10+214 p. D '21 N. Y., Dutton \$2.50 n.

Partial contents: What is moral philosophy?; Kant: the good in itself; Aristotle and the good as purpose; Reason and feeling; Moral theory and moral practice.

**Flemming, Jessie H.**

England under the Lancastrians; with a preface by A. F. Pollard. 21+301 p. D (Univ. of London intermediate source-books of history, no. 3) '21 N. Y., Longmans, Green \$4 n.

**Euripides**

Scenes from the Trojan war; passages chosen from the Iphigenia in Aulis, Rhesus and Trojan women of Euripides; with introd., notes and vocabulary; ed. by C. E. Freeman. 96 p. O '21 N. Y., Oxford Univ. Press \$1.35

**Fotheringham, John Knight**

Historical eclipses; being the Halley lecture de-

**Freund, John Christian, comp.**

Musical America's guide; a digest of the musical resources of the United States and Canada; 1921. 262 p. pors. O c. '21 N. Y., The Musical America Co. 501—Fifth Ave. \$2

Partial contents: New York's musical managers and how they operate; How to enter the concert field. Making your city a musical center; Travel hints for the artist; How to secure a musical education; Music festivals in the United States.

From a Russian diary; 1917-1920; by an Englishwoman. 22+266 p. O '21 N. Y., Dutton \$6 n.

A tale of hardship, hunger, and robbery as experienced by the plain people of Russia under the Bolshevik rule.

**Gay, John**

The beggar's opera; written by Mr. Gay; to which is prefaced the musick to each song; [with an appreciation of Claud Lovat Fraser, by John Drinkwater, and a preface by C. Lovat Fraser]. 14+93 p. col. front. il. pls. (part col.) music O ['21] Garden City, N. Y., Doubleday, Page bds. \$3.50; de luxe ed. \$10 n.

**Gay, Walter**

Paintings of French interiors; ed. with an introd. and notes on the plates by Albert Eugene Gallatin; [format and decorations by Bruce Rogers; 950 copies printed by William Edwin Rudge, New York.] no paging Q c. '20 N. Y., Dutton bds. \$25 n.

Beside the notes and plates, this volume contains a sympathetic critical essay on the genius of the artist, written by Mr. Gallatin.

**Gibbs, Sir Philip Hamilton**

More that must be told. 407 p. O [c. '21] N. Y., Harper \$2.50 n.

Partial contents: : Ideals of the humanists; The new Germany; The price of victory in France; The social revolution in English life; The truth about Ireland; United States and world peace.

**Goddard, Henry Herbert**

Juvenile delinquency. 120 p. D c. N. Y., Dodd, Mead \$1.50 n.

Partial contents: The problem of delinquency; The psychopathic child; Physical condition of delinquents; The schools opportunity to prevent delinquency. Dr. Goddard is director, Ohio Bureau of Juvenile Research.

**Gollock, Georgiana A., and Hewat, E. G. K.**

An introduction to missionary service. 8+167 p. O '21 N. Y., Oxford Univ. Press \$1.25

**Gosselin, Louis Leon Theodore [G. Lenôtre, pseud.]**

The Dauphin; Louis XVII; the riddle of the temple; from the French of G. Lenôtre by Frederic Lees. 382 p. front. (por.) pls. O c. Garden City, N. Y., Doubleday, Page \$3 n.

This book deals with the mysterious disappearance of the little Dauphin, the son of Louis XVII and Marie Antoinette.

livered on May 17, 1921. 32 p. diagrs. O '21 N. Y., Oxford Univ. Press pap. \$1.15

**Gentili, Alberico**

Hispanicae advocacionis; ed. by Frank Frost Abbott; 2 v.; v. 1, A photographic reproduction of the ed. of 1661, with an introd. by Frank Frost Abbott; v. 2, A translation of the text, by Frank Frost Abbott, with an index of authors prepared by Arthur Williams. 44+274; 11+284 p. Q (Classics of international law) '21 N. Y., Oxford Univ. Press \$5

**Grant, James**

Confectioners' raw materials; their sources, modes of preparation, chemical composition, the chief impurities and adulterations, their more important uses and other points of interest. 173 p. tabs. D '21 N. Y., Longmans, Green \$3 n.

**Grierson, Elizabeth Wilson**

Things seen in Florence. 15+159 p. front. pls. S '22 N. Y., Dutton \$1.50 n.  
A guide book to the city of Florence, Italy.

**Gruelle, John B.**

Orphant Annie story book; text and il. by Johnny Gruelle. 85 p. col. front. col. pls. col. il. col. endpapers O [c. '21] Indianapolis, Ind., Bobbs-Merrill \$1.50 n.

Stories for little children, founded on the child characters of James Whitcomb Riley.

**Hague Peace Conferences**

The proceedings of the Hague peace conferences; tr. of the official texts; the conference of 1907; v. 1, Meetings of the First commission. 31+1086 p. O (Carnegie endowment for international peace) '21 N. Y., Oxford Univ. Press \$5 n.

**Hall, Edward Hagaman**

A guide to the Cathedral church of St. John the Divine; in the city of New York; 3rd ed. 88 p. front. il. fold. plan pls. D c. '21 N. Y., The Layman's Club of the Cathedral, Amsterdam Ave. & 110th St. pap. 50 c.; \$1 n.

**Hamilton, George F., and others**

Introduction to shoe store management. 11+209 p. forms. D (Retail shoe salesmen's inst., training course for retail shoe salesmen, v. 8) [c. '21] Bost., Retail Shoe Salesmen's Inst. \$3 n.

**Hammond, C. E. L.**

English composition; progressive exercises; with an introd. by J. C. Smith. 16+160 p. O '21 N. Y., Oxford Univ. Press \$1.60  
Also published in 2 pts. Pt. 1, 90 c.; pt. 2, \$1.15.

**Hamsun, Knut**

Dreamers; tr. from the Norwegian by W. W. Worster; with an introd. by [the translator.] 176 p. D c. N. Y., Knopf \$1.75 n.  
A love story, mixed with comedy.

**Hebbel, Friedrich i. e. Christian Friedrich**

Die Nibelungen ein deutsches traverspiel in drei abteilungen; ed. with introd., notes, fragen und aufsatzthemen by A. Busse. 46+192 p. O (Oxford German ser. by American scholars) '21 N. Y., Oxford Univ. Press \$1.25

**Hedrick, T. K.**

Orientations of Ho-Hen; tr. from Yan-kee; with introd. by Keith Preston. [verse] 127 p.

**Harrison, Emmett De Villo, comp.**

Yates county [N. Y.] in the world war, 1917-1918. 120 p. il. pors. (part col.) Q c. '21 Penn Yan, N. Y., [Author] pap. \$3 n.

**Jackson, Joseph Francis Ambrose**

D [c. '21] Indianapolis, Ind., Bobbs-Merrill bds. \$1.25 n.

Verses patterned after the Japanese, the majority of which appeared in *The Chicago Daily News*.

**Hill, Margaret Livingston**

Bible stories for children; [il. by C. Arnold Slade.] 133 p. col. front. col. pls. O [c. '21] Phil., McKay \$2 n.

Stories for children from 8 to 12 years.

**Holmes, Thomas K.**

The heart of Canyon Pass; il. by R. Emmett Owen. 6+312 p. front. pls. D [c. '21] N. Y., Sully \$1.75 n.

The story of a young minister who leaves his charge in the East and settles in Canyon Pass, a town that had never had ideals or religion of any sort, and reclaims it.

**Horner, John B.**

Oregon; her history, her great men, her literature; rev. and enl. ed. 366 p. front. pors. pls. fold. map D [c. '19-'21] Portland, Ore., The J. K. Gill Co., 3rd & Alder Sts. \$2 n.

Formerly published by the author in 1919.

**Howard, Sidney**

Swords. 171 p. front. (por.) pls. D [c. '21] N. Y., Doran \$1.50 n.

A play in 4 acts which was first produced at the opening of the National Theatre in New York City, on Sept. 1, 1921.

**Hueston, Mrs. Ethel**

Little Lady Comb; a story of the dressing-table; with illustrations. 95 p. front. pls. D [c. '21] Indianapolis, Ind., Bobbs-Merrill \$1 n.

A story for little children.

**Hungerford, Edward A.**

How to get on two pay-rolls; a manual of personal and family finances; with an itemized expense blank for every month in the year. 25 p. forms. tabs. O [c. '21] Indianapolis, Ind., Bobbs-Merrill \$1 n.

An outline for a thrift campaign in the home.

**Irwin, Inez Haynes [Mrs. William Henry Irwin] formerly Inez Haynes Gillmore**

Maida's little house; front. by Gertrude Huebsch. 264 p. D c. N. Y., Huebsch \$1.75 n.

A story for boys and girls, a sequel to the author's "Maida's little shop."

**Jackson, Bennett Barron and others**

Opportunities of today for boys and girls; foreword by Charles A. Prosser. 11+374 p. front. D c. N. Y., Century Co. 85 c. n.

Advice and helpful information regarding the nature of and the training for different professions and vocations.

**James, James**

Guide book to women. 21+152 p. D [c. '21] N. Y., Dutton \$2 n.

A study of woman, her beauty, dress, work, types, brain, soul, life, and religion, made humorously.

An old landmark; a famous bookstore; il. by William Mohr; [a history of Leary's bookstore from the time it was established in 1836 to date.] 29 p. front. (por.) pls. pors. T '20 Phil., Leary's Book Store, 9th St. below Market St. pap. gratis



**Johnson, Constance Fuller Wheeler [Mrs. Burges Johnson]**

Mary in New Mexico; front. by Mead Schaeffer and photographs taken by the author. 209 p. D c. N. Y., Macmillan \$1.50 n.

The story of the family of a New England doctor who traveled to New Mexico, where they lived in a little cabin. For boys and girls from 10 to 15.

**Keith, Arthur Berriedale**

War government of the British dominions. 16+354 p. O (Economic and social hist. of the world war; British ser.; Carnegie endowment for international peace) N. Y., Oxford Univ. Press \$3

**Labiche, Eugène Marin, and Martin, Edouard**

La poudre aux yeux; comédie en deux actes; édition scolaire d'après la Méthode directe par Leopold Cardon. 6+108 p. O (Oxford French ser. by American scholars) '21 N. Y., Oxford Univ. Press 90 c.

**Lenôtre, G. See Gosselin, Louis****Lister, Thomas D.**

Medical examination for life insurance. 8+168 p. O '21 N. Y., Longmans, Green \$3.75 n.

Partial contents: Insurance without medical examination; The medical staff of a life insurance company; The mental attitude of the examiner; The personal history of nervous disorders; Loan business; Occupation and habits.

**MacDonald, William**

A new constitution for a new America. 260 p. D c. N. Y., Huebsch \$2 n.

Partial contents: The present Constitution; The Federal System; Rigidity vs. flexibility; Our so-called Cabinet; The new presidency; The voting system; Revision, not amendment.

**Machen, J. Gresham, D.D.**

The origin of Paul's religion; the James Sprunt lectures delivered at Union Theological seminary in Virginia. 327 p. O c. N. Y., Macmillan \$3 n.

Partial contents: The early years; The triumph of Gentile freedom; Paul and Jesus; The Jewish environment; The religion of the Hellenistic age; The Lordship of Jesus.

**Maciver, Robert Morrison**

The elements of social science. 6+186 p. (3 p. bibl.) D [n. d.] N. Y., Dutton \$2.50 n.

Chapters on the nature, stages, structure, and evolution of society, together with a section on the law of social evolution.

**Mackenzie, Compton, i.e. Edward Montagu Compton**

Rich relatives. 285 p. D [c. '21] N. Y., Harper \$2 n.

A humorous story in which the tables are turned, and the poor relations voice opinions of rich ones.

**Mackenzie, Sir James**

Heart disease and pregnancy; with 21 il-

lustrations. 14+138 p. O '21 N. Y., Oxford Univ. Press \$3.50

**MacLennan, William, and Craig, J. Salisbury**

A manual of diseases of the stomach. 10+392 p. il. tabs. pls. O '21 N. Y., Longmans, Green \$7.50 n.

For the practitioner or student.

**Masters, Edgar Lee**

The open sea [verse]. 302 p. D c. N. Y., Macmillan \$2.50 n.

**Mauran, Grace Goodman**

Out of the gathering basket; a ser. of sketches on gardens and books. 3+101 p. front. D [c. '21] Chic., R. F. Seymour, Fine Arts Bldg. \$1.50 n.

**Millay, Edna St. Vincent**

Two slatterns and a king; a moral interlude. 18 p. D (The Stewart Kidd modern plays) [c. '21] Cin., Stewart Kidd Co. pap. 50 c. n.

**Moncrieff, Charles Scott, tr.**

Widsith, Beowulf, Finnsburgh, Waldere, Deor, done into common English after the old manner; with an introd. by Viscount Northcliffe. 26+127 p. O '21 N. Y., Dutton \$3.50 n.

**Mosby, Thomas Speed**

Little journeys to Parnassus. 8+261+13 p. O c. Jefferson City, Mo., The Message Pub. Co. \$2.50

Studies of the works of the great authors of Rome, Greece, Italy, Spain, France, England and Germany. Index.

**Newberry, Perry**

Black Boulder claim; il. by Henry Pitz. 303 p. col. front. il. pls. O c. Phil., Penn. Pub. Co. \$2.50 n.

The story of two boy prospectors in the mountains of California.

**Newton, Alfred**

Life of Alfred Newton, professor of comparative anatomy, Cambridge university, 1866-1907; with a preface by Sir Archibald Geikie. 15+332 p. front. (por.) pors. O '21 N. Y., Dutton \$7 n.

**Niemeyer, Nannie**

Children and childhood; with a bibliography and an index. 206 p. O '21 N. Y., Oxford Univ. Press \$2.50

**Ollendorff, H. G.**

Ollendorff's Method to acquire a thorough knowledge of the English language for Russians, without the aid of a teacher; with key to the exercises. 593 p. O '21 Milwaukee, Wis., Casper \$2.50 n.

Oxford Univ. Press \$3.85

**Lindsay, W. M.**

The Corpus, Epinal, Erfurt and Leyden glossaries. 8+122 p. O (Pub. of the Philological society, 8) '21 N. Y., Oxford Univ. Press \$6.75

**Marmier, Xavier**

Gazida; réimpression de l'édition de 1860. 240 p. O '21 N. Y., Oxford Univ. Press \$1.75 n.

**Jewett, Alice Louise, ed.**

Bulletin of the Public affairs information service; a co-operative clearing house of public affairs information; 7th annual cumulation. 527 p. O '21 N. Y., [H. W. Wilson Co.] \$15

**Keith, Arthur Berriedale**

Indian logic and atomism; an exposition of the Nyaya and Vaisheshika systems. 292 p. D '21 N. Y.,

**Owen, George Vale**

The life beyond the veil; spirit messages received and written down by [the author]; with an appreciation by Lord Northcliffe; and an introd. by Sir Arthur Conan Doyle; ed. by H. W. Engholm; notes by G. V. O.; bk. 3, The ministry of Heaven; bk. 4, The battalions of Heaven. 6+250; 252 p. D ['21] N. Y., Doran ea. \$2.50 n.

The Ministry of Heaven has to do with the relationship to men of those who have passed from the earth, and The Battalions of Heaven deals with the beauty and power of those who have reached the further spheres.

**Perry, Bliss**

Life and letters of Henry Lee Higginson. 8+557 p. front. (por.) pls. pors. O [c. '21] Bost., The Atlantic Monthly Press \$4 n.

A record of Major Higginson as a soldier, citizen and patron of music, together with the story of the Boston Symphony Orchestra, which he founded and maintained for nearly forty years.

**Powell, Fred Wilbur**

The railroads of Mexico. 226 p. (23½ p. bibl.) D c. Bost., Stratford Co. \$2 n.

Partial contents: The Diaz policy of encouragement; The equipment situation; Mexican topography; Railroads introduced; Relations with the government; Results, political and economic. Index.

**Reed, Charles J.**

The law of vital transfusion and the phenomenon of consciousness; an account of the necessity for and probable origin of the development of sex and of the development of the conscious state in the evolution of the organic world; with a preliminary statement of fundamental cosmical principles. 74 p. O [c. '21] San Francisco, Cal., Occidental Pub. Co. \$1.50

Partial contents: Living and lifeless bodies; The power of reproduction; The evolution of sex; The nervous system.

**Reuter, F.**

The Lutheran organist; a collection of choral preludes, interludes, modulations, postludes and funeral music; 3 v.; v. 1, Choral preludes and interludes; v. 2, Festival preludes; v. 3, Funeral music. 138; 42; 40 p. music O '21 St. Louis, Mo., Concordia Pub. House v. 1, \$6; v. 2 and 3, \$2

**Richardson, Dorothy M.**

Deadlock; with a foreword by Wilson Follett. 12+293 p. D c. N. Y., Knopf \$2.50 n. [750 copies for sale in the U. S.]

**Robinson, Edwin Meade [Ted Robinson, pseud.]**

Enter Jerry. 315 p. D c. N. Y., Macmillan \$1.75 n.

The story of a man's life, "from the cradle to the diploma."

**Salter, J. A.**

Allied shipping control; an experiment in international administration; with documents and statistics. 24+372 p. O (Economic and

social hist. of the world war, British ser.; Carnegie endowment for international peace) '21 N. Y., Oxford Univ. Press \$3 n.

**Scott, Martin J.**

You and yours; practical talks on home life. 199 p. D c. N. Y., P. J. Kenedy pap. 35 c.; \$1.50 n.

Partial contents: Dangers to young men; Women and dress; Young men and courtship; Young women and courtship; Amusements; Young men and the higher life.

**Shakespeare, William**

Two gentlemen of Verona. 19+110 p. front. (por.) S (The Cambridge Shakespeare) c. N. Y., Macmillan \$1.40 n.

**Snider, Denton Jaques [Theophilus Middling, pseud.]**

A biography of Ralph Waldo Emerson; set forth as his life essay. 384 p. S [c. '21] St. Louis, Mo., The William Harvey Miner Co., Inc. 3518 Franklin Ave. \$1.50

A life of Emerson, with an account of his anti-traditional revolutionary period, and a complete analysis of his writings during this time, written by one who knew him.

**Stetson, Mrs. Augusta Emma Simmons**

Greetings and a message to the dear children; il. by Isabel L. Whitney. 33 p. col. front. col. pls. music end papers) Q [c. '21] N. Y., Putnam bds. \$2.50 n.

**Stevenson, Edward Luther**

Terrestrial and celestial globes; their history and construction; including a consideration of their value as aids in the study of geography and astronomy; 2 v. 218; 291 p. il. O '21 New Haven, Conn., Yale Univ. Press \$12 n.

**Stone, Melville Elijah**

Fifty years a journalist; half-tone il. from photographs; line cuts by Paul Brown. 14+371 p. front. (por.) facsms. pors. il. music O '21 c. '20-'21 Garden City, N. Y., Doubleday, Page \$5 n.

A narrative in which Mr. Stone describes the world's events of his time from the Chicago fire in 1871 to the signing of the Peace at Versailles, 1919. There is also the story of the organization and activities of the Associated Press, of which he was head.

**Stout, Ralph, ed.**

Roosevelt in the Kansas City *Star*; war-time editorials by Theodore Roosevelt; with an introd. by [the editor]. 47+295 p. front. (pors.) O (Pub. of the Roosevelt Memorial Assn., Inc. No. 2) '21 c. '17-'21 Bost., Houghton Mifflin \$4 n.

Over 100 editorials written for the Kansas City *Star* in 1917-1918, which include articles on various questions, but the majority of them have to do with patriotic subjects.

**Straton, John Roach**

The gardens of life; messages of cheer and comfort. 13+248 p. D [c. '21] N. Y., Doran \$1.50 n.

**Oxford University**

General information concerning admission, residence, entrance scholarships and the examinations

leading to the Degree of Bachelor of arts, etc., July, 1921. 16 p. O N. Y., Oxford Univ. Press pap. 20 c.



**Stringer, Arthur John Arbuthnott**

Twin tales; Are all men alike; and The lost Titian. 288 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill \$2 n.

Two novelettes, wholly dissimilar in character.

**Tassin, Algernon de Vivier**

The rainbow string; il. by Anna Richards Brewster. 114 p. col. front. il. D c. N. Y., Macmillan \$1.75 n.

Fairy stories for little children.

**Taylor, George Robert Stirling**

Modern English statesmen. 267 p. O c. N. Y., \$2.75 n.

Partial contents: Oliver Cromwell; The Walpoles; The Pitt family, and its myths; Edmund Burke; Benjamin Disraeli, Earl of Beaconsfield.

Tea-cup reading and the art of fortune-telling by the tea-leaves; by a Highland seer; with 10 illustrations. 94 p. diags. D [n. d.] N. Y., Sully 75 c. n.

Partial contents: Ritual and method of using the tea-cup; General principles to be observed in reading the cup; An alphabetical list of symbols with their significations.

**Thomson, H. Hyslop**

Tuberculosis; its prevention and home treatment; 2nd ed.; with 7 illustrations. 10+100 p. O '21 N. Y., Oxford Univ. Press \$1.40 n.

**Tony Sarg (The) marionette book; il. by Tony Sarg; text by F. J. McIsaac; with two plays for home-made marionettes by Anne Stoddard. 57 p. front. il. D c. N. Y., Huebsch bds. \$1 n.**

The story of Mr. Sarg's experiences with marionettes since he first experimented with them. He tells how the puppets are made and manipulated, how the stage looks behind the scenes, and gives sug-

gestions for plays, programs, tickets, etc., so that children may run their own performances.

**Toynbee, Paget Jackson**

Dante studies. 8+332 p. O '21 N. Y., Oxford Univ. Press \$7.20

Thirty studies, reprinted for the most part with additions and corrections, from various English, American, French and Italian periodicals.

**Treadwell, Frederick Pearson, and Hall, William Thomas**

Analytical chemistry; v. I, Qualitative analysis; 5th English ed.; [based on the German text and rev. by William T. Hall.] 17+597 p. il. O '21 N. Y., Wiley \$4.50 n.

**Underhill, Frank Pell**

A manual of selected biochemical methods, as applied to urine, blood and gastric analysis. 11+232 p. il. O '21 N. Y., Wiley \$3 n.

**Van Loon, Hendrick Willem**

The story of mankind. 17+479 p. col. front. maps pls. (part col.) O c. N. Y., Boni & Liveright \$5 n.

The story for children of upper grades, of original man in the wilds of Europe, thru the Middle Ages, the rebirth of civilization, the conquest of new worlds, the conquest of knowledge and the beginnings of Freedom, thru the age of invention to modern man.

**Vizetelly, Francis Horace**

Mend your speech; 1000 hints on words, their use and abuse. 48 p. nar. S c. '20 N. Y., Funk & Wagnalls 35 c. n.

Punctuation and capitalization; how to make use of them; 100 rules and quotations illustrative of their application; with rules for the compounding of English words and forms of address. 45 p. nar. S [c. '21] N. Y., Funk & Wagnalls 35 c. n.

**Teas, Livingston Pierson**

Preliminary report on the sand and gravel deposits of Georgia. 13+392 p. (4 p. bibl.) front., pls., tabs., fols. Map O (Bull. no. 37) '21 Atlanta, Ga., Geological Survey of Georgia apply

**Toomey, Thomas Noxon**

The O'Toomeys of Croom and their descendants. 17 p. front. (por.) coat-of-arms por. O '20 St. Louis, Mo., [Author], 11 Aberdeen Pl., pap. priv. pr. 60 c.

**Townsend, S. Dana, comp.**

The Victrola in correlation with English and American literature; issued by the Educational dept.; [containing a chronological tab. of parallel music literature, art and world events]. 68 p. O [c. '21] Camden, N. J., Victor Talking Machine Co. pap. gratis

**Travelers Insurance Co.. The**

Safety in building construction; [2nd ed.] 7+175 p. pls. diags. O [c. '16-'21] Hartford, Conn.. The Travelers Insurance Co. pap. gratis

**Treasury Department. U. S. Public Health Service. Division of Venereal Diseases.**

Outdoing the ostrich; a pamphlet for good citizens. 10 p. nar. D '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Udden, Johan August**

The Troup, [Texas,] meteorite. various paging pls. il. O (No. 2383; from the Proceedings of the U. S. Nat. Museum, v. 59) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Underwriters' Laboratories**

The organization, purpose and methods of underwriters' laboratories, incorporated 1901, established and maintained by the National board of fire underwriters. 52 p. il. (part. col.) O c. '21 Chic., Underwriters' Laboratories, 207 E. Ohio St. pap. gratis

**U. S. Department of Agriculture**

Floors and floor coverings. 36 p. il. O (Farmers' bull. 1219) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Milk and its uses in the home. 33 p. il., tabs., chart O (Farmers' bull. 1207) ['21] Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**University of North Carolina Record**

State reconstruction studies of the North Carolina club at the University of North Carolina; Jan., 1921; [North Carolina club year-book 1919-1920]. 198 p. O (Extension ser. no. 41, no. 184) '21 Chapel Hill, N. C., Univ. of North Carolina pap. 70 c.

**Van Dyke, Greswold**

Shop handbook on alloy steels; a technical subject treated in a non-technical way. 7+95 p. front., il. D [c. '21] Chic., J. T. Ryerson & Son bds. gratis

**Walton, Bert J.**

Do the dead live?; an exposé of the faking medium the last word on fake spiritualism. no paging front. (por.) facsm. D [c. '21] Seattle, Wash., Ragmer's Old Bk. Shop, 1330 First Ave. [Agt's] pap. 25 c.

**Warrack, John**

Domestic life in Scotland, 1488-1688; a sketch of the development of furniture and household usage; Rhind lectures in archaeology, 1919-20. 15+213 p. front. pls. D [n. d.] N. Y., Dutton \$3 n.

Besides the study of domestic life in Scotland, there are many references to the social development of England, France and other countries in western Europe.

**Watson, E. L. Grant**

The other magic; a romance of the tropics. 275 p. D c. N. Y., Knopf \$2.50 n.

The story of an Englishman who lived among the natives of the South Sea Islands, and of the woman who later went out to him from England. There she begins to struggle with the natives using her "faith-magic," against the "superstition-magic" of the country.

**Williams, J. E. Hodder, ed.**

The children's story of the life of Jesus, told in words easy to read and understand; with 8 il. in colour. 248 p. O '21 N. Y., Oxford Univ. Press \$1.25 n.

The new line upon line; the 2 pts. in one volume; with 8 il. in colour. 267 p. O '21 N. Y., Oxford Univ. Press \$1.25 n.

**Williams, Oscar**

The golden darkness [verse]. 76 p. D (Yale ser. of younger poets) c. New Haven, Conn., Yale Univ. Press bds. \$1.25 n.

Many of these poems have been published in *The Nation*, *The Smart Set*, *Contemporary Verse*, *Pearson's*, *The Bookman*, and other magazines.

**Willoughby, Westel Woodbury, and Rogers, Lindsay**

An introduction to the problem of government. 10+545 p. O c. Garden City, N. Y., Doubleday, Page \$3 n.

This work is intended to introduce the reader to the problems of constitutional and popular government.

**Wilson, Bert**

Dad's letters on a world journey. 257 p. front. pls. il. D c. Cin., Powell & White, Commercial Tribune Bldg. bds. \$1.35 n.

Letters written when the author was in India visiting the mission stations. The life and customs of

India as well as the everyday life of the missionaries are described.

**Wilson, Sir Guy Douglas Arthur Fleetwood**

Letters to nobody, 1908-1913; with por. and illustrations. 9+214 p. front. (por.) pls. O '21 N. Y., Dutton \$5 n.

A record of big game shooting in India, by the author, who journeyed to India as Finance Minister, and spent his holidays hunting dangerous animals.

**Windle, Sir Bertram Goghill Alan**

Science and morals; and other essays. 181 p. O '20 N. Y., P. J. Kenedy \$2.75 n.

**Winterbottom, James**

Cotton spinning calculations and yarn costs; a practical and comprehensive manual of calculations, yarn costs and other data involved in adapting the machinery in all sections, and for all grades of spinning and doubling; 2nd ed. 11+280 p. diagrs. tabs. plans O '21 N. Y., Longmans, Green \$4.50 n.

**Wolfensberger, Arnold**

Theory of silk weaving; a treatise on the construction and application of weaves, and the decomposition and calculation of broad and narrow, plain, novelty and jacquard silk fabrics; containing 5 pls. 2nd ed., rev. and enlarged. 110 p. diagrs. O '21 N. Y., The American Silk Journal, 373-4th Ave. \$3.50

Wood-turning. 150 p. il. diagrs. D (The woodworker ser.) [n. d.] Phil., Lippincott \$1.50 n.

**Wright, Harriet Sabra**

New plays from old tales for boys and girls; il. by Leon L'Emo. 10+180 p. col. front. il. D c. N. Y., Macmillan \$1.75 n.

Eight plays, among which are "The Birthday of the Infanta" by Wilde, "Pilgrim's progress," by Bunyan, "The Sundays in a week" by Poe and "Feathertop" by Hawthorne. These plays have all been acted successfully by the New York Library clubs.

**Yeats, William Butler**

Four plays for dancers 138 p. front. pls. il. music D c. N. Y., Macmillan bds. \$2 n.

Contents: At the hawk's well; The only jealousy of Emer; The dreaming of the bones; Calvary.

**Warburg, James Paul**

Hides and skins and the manufacture of leather; a layman's view of the industry. 78 p. pls. diagrs. tabs. charts O [c. '21] Bost., The First National Bank pap. gratis

**Warren, Edward Royal**

The small mammals of Colorado. 31 p. (1 p. bibl.) il. O (The Colorado Mountain Club, pub. no. 7) c. Denver, Col., The Colorado Mountain Club pap. 25 c. n.

**Wells, Roger Clark**

Sodium compounds in 1920. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Whitehead, Rt. Rev. Henry, bp. of Madras**

The village gods of India; 2nd ed. rev. and enl.; with 18 illustrations. 176 p. O (The religious life of India) '21 N. Y., Oxford Univ. Press \$2.70 n.

**Winlock, Herbert E.**

Papers of the Metropolitan museum of art; v. 1, pt. 2; [descriptions of a series of bas-reliefs from the Temple of Rameses I. at Abydos]. 54 p. il. pls. maps O c. N. Y., Metropolitan Museum of Art \$3.50 [loose-leaf]

Workmen's compensation law of the state of Nevada; [amendments effective, March 22, 1921]. 32 p. O [c. '21] N. Y., F. R. Jones pap. \$1 n.

Workmen's compensation law of the state of Arizona; effective May 31, 1921. 54 p. O [c. '21] N. Y., F. R. Jones pap. \$1 n.

**Yerkes, Robert Mearnes, ed.**

Psychological examining in the United States army. 6+890 p. il. tabs. diagrs. pls. O (Memoirs of the National academy of sciences, v. 15) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc.



## Rare Books, Autographs and Prints

**A**N extensive group of etchings by James McBey including practically all his greatest plates is now on view at the Keppel Gallery.

Edgar H. Wells and Mrs. Philip B. Thompson, under the firm name of Edgar H. Wells & Company, have opened a bookshop at 41a East Forty-seventh Street, for the sale of rare books, manuscripts and prints.

A collection of Americana, including books and pamphlets on local and general history, and mainly relating to New York City and State and New Jersey will be sold by the Heartman Auction Company, Inc., at Perth Amboy, N. J., December 3.

The collected edition of the works of George Moore will not be published until next spring. Instead of twenty volumes there will be eighteen and instead of being called the Orelay edition it will be the Moore Hall edition.

In the recent sale of the library of Rita Wellman Leo at Anderson's forty-seven first editions of John Masefield costing \$218 brought \$527.50. Nearly half of these volumes were published in the last six years and were purchased at what seemed high prices at the time.

*Antiques* is the name of a new monthly the first number of which will be published next month. It will be a large quarto in size, handsomely printed and illustrated and among the many interests which will be taken up will be rare books, prints and manuscripts.

Part III of the library of the late James G. Barnwell, once librarian of the Library Company of Philadelphia, will be sold by Stan. V. Henkels in Philadelphia, December 1 and 2. This part includes much early English literature and history and a large collection of books relating to the history of Ireland.

Selections from the libraries of Frank M. Bristol of Chattanooga, Tenn.; Professor Edward Tuckerman of Amherst, Mass., and the Antiquarian Society of Worcester, Mass., will be sold at the American Art Galleries December 6 and 7. These consignments, mainly of rare Americana, include books, tracts, broadsides, and autographs, and contain important collections relating to California and Abraham Lincoln.

Part I of the library of a reader and scholar of New York will be sold at the Walpole Galleries November 30. This part contains the best editions of many standard authors, generally the earliest issues and almost without exception now out of print. Here for instance is Bullen's *Dramatists* and other works, choice editions of Ainsworth, Cervantes, Wilkie Collins, Defoe, Dickens, Hazlitt, Johnson, Lever,

Scott and other authors and important works of the last century.

Thomas J. Wise, the English collector and bibliographer, and owner of the Ashley Library, will shortly receive from the press the catalog of his famous collection. This catalog will be in five volumes and will have a permanent value for bibliographers by reason of the minute collation of rare items, many of them unique and some of them hitherto unidentified. And as usual in Mr. Wise's bibliographies the volumes will be enriched by hundreds of facsimiles of title-pages and manuscripts while his notes will be invaluable.

It is a quarter of a century, or more, since "Liber Scriptorum," the first book of the Authors' Club was published. The success of that book led to the decision to print additional volumes at intervals of twenty-five years when presumably the writers would be largely different. The second volume is now completed and on view at the rooms of the Authors' Club. In paper, typography and binding it matches the first volume. It contains 584 pages, nine by thirteen and a half inches, and is limited to 251 copies and the price is \$125. Contributors as before have signed their articles with pen and ink. The articles will not be printed elsewhere and this volume will not be reprinted. The World War receives special attention some of the articles being "Here Passed the Hun," by Samuel H. Church; "On the Great War," by John W. Draper; "C'est la Guerre," by Wilder Goodwin; "Our Sons of the Service Flag," by Edward W. Pepli; and "To the German Emperor," by Charles L. Thomas. Several of the contributors have died since their contributions were written.

A very important sale of Americana relating to the history and romance of the Far West will be sold at the Anderson Galleries November 28 and 29. There are 612 lots many of which are very rare. The important feature of the sale, however, is the long official papers at Fort Sutter, California, which now appears after having been lost for nearly three-quarters of a century. These papers all intact bound in thirty-nine volumes reveal the history of events at Fort Sutter during the fourth Fremont expedition to the Pacific Coast. It appears that about a year after these papers were written they were abandoned in the mountains of New Mexico for an unknown period and neither the documents themselves nor the related papers of Edward M. Kern, the artist who accompanied the Fremont expedition and who later was appointed to command at Fort Sutter, reveal when they were discovered or how they again came into Kern's possession. It is known that he was searching for them in 1851 and that is all until their recent discovery among the family papers. The lot is likely to arouse lively competition as there seems to be a keen

appreciation of the importance of this historical material.

Percy Dobell, the English bookseller, has made an interesting discovery in connection with the 1610 edition of "A Mirror of Magistrates" which had been for a half century one of the most popular books in Tudor England. The 1610 edition is distinguished by a dedicatory leaf to "A Winter's Night Vision" which with "Eliza's England," forms the latter portion of the volume. The dedication in verse is addressed to Charles Howard, Earl of Nottingham. It is customary to see in booksellers' and sales catalogs this dedication to the Earl referred to as "the rare and suppressed dedication." As a matter-of-fact it was not suppressed at all; some copies got into circulation without it, whilst the original dedication on the other hand seems to have been rigidly suppressed. It is in connection with the original dedication addressed to "Henri, Prince of Wales" that Mr. Dobell has solved a problem of bibliographical interest. He purchased recently a fine copy of this book in the original vellum wrappers which is the only one so far traced with the dedication to Prince Henry. As the volume is only stitched and not bound it is quite easy to see the make-up of sheet Oo, of which the dedication leaf is O4. A careful examination of six other copies (of which two are in the British Museum, one in the Bodleian and one at Cambridge University Library) shows quite clearly that this leaf of dedication has been carefully cut out leaving only a small margin of the leaf partly bound up, and on the hinge the new dedication to the Earl of Nottingham is carefully pasted. In one copy the whole of the text with the dedication to Prince Henry is cut out leaving not only the margin which comes out of the binding but also the entire top margin; neither dedication appears in this copy. The dedication "To the Most Excellent and Royally Vertuous Henri, Prince of the United Kingdomes of Great Britaine" by Robert Niccols appears to be entirely unknown to all bibliographers, and even to Joseph Haslewood, who, in 1815, edited a collected reprint of the five parts of "A Mirror of Magistrates" seems to have been unaware of it.

F. M. H.

### Rare Book

THE published details in regard to the foundation of the great William R. Nelson Art Center in Kansas City show that rare books are to be included in the plan for the ultimate collection along with paintings, engravings, sculpture, tapestries, etc. This great bequest, left by the famous editor and owner of the Kansas City *Star*, will enable Kansas City to become an art center second to few in its collections. The estate, which is to be converted into a principal sum for this purpose, has now been further supplemented by a bequest from Mrs. Nelson, who died a month ago. It was Mr. Nelson's wish that this great institution should serve the whole Southwest,

and among the trustees are the Presidents of the State Universities of Missouri, Kansas and Oklahoma. This recognition of the place of rare books among the other art objects will be of interest to the book-trade.

### Auction Calendar

**Thursday and Friday afternoons, December 1st and 2nd, at 2:30 o'clock.** The valuable library of James G. Barnwell, deceased, late librarian of the Library Company of Philadelphia, including much important early English history and literature and a large collection of books relating to the history of Ireland. (No. 1284, Pat 3; Items 1045.) Stan. V. Henkels, 1304 Walnut Street, Philadelphia, Pa.

**Monday and Tuesday evenings, February 6th and 7th, 1922.** Collection of Mr. Henry Sayre Van Duzer entitled "A Thackeray Library: A Bibliography." The Anderson Galleries, 489 Park Avenue, New York City.

### Catalogs Received

**Books and pamphlets on bibliography, printing, etc.** (Items 125.) New man F. McGirr, 39 South 19th Street, Philadelphia, Pa.

**Books from the library of Frank Higgins of Limerick with additions of recent purchases, Americana and Clean second-hand books.** Day's Library, 96 Mount St., Park Lane, London, W. 1, England.

**Fine editions, illustrated gift books, imported bindings.** Himebaugh & Browne, 471 Fifth Avenue, New York City.

**First editions, rare books, autographs, manuscripts, original drawings and etchings.** (No. 10; Items 971.) Meredith Janvier, 14 West Hamilton St., Baltimore, Md.

**Indische Philologie und Alterumskunde.** (No. 390; Items 3743.) Otto Harrassowitz, Querstrasse 14, Leipzig, Germany.

**Interesting books, special items, Americana, general history, travel, etc.** (No. 11, New Series; Items 422.) Albert Britnell, 815 Yonge Street, Toronto.

**Large collection of Italian literature, together with some interesting manuscripts, important early medical books, incunabula and miscellaneous rarities.** (No. 31, New Series; Items 640.) Davis & Orioli, 24, Museum Street, London, W. C. 1, England.

**Large selection of second-hand books in all branches of literature.** (No. 342; Items 3242.) Thomas Thorp, 109 High Street, Guilford, England.

**Miscellaneous books.** (No. 22; Items 893.) Herbert E. Gorfin, 1 Walerand Road, Lewisham, S. E. 13, England.

**Miscellaneous.** (No. 37; Items 523.) A. J. Huston, 92 Exchange Street, Portland, Me. Canada.

**Miscellaneous books, old and modern.** (No. 105; Items 640.) Bailey Brothers, 62 Newington Butts, London, S. E. 11, England.

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**The Weekly Book Exchange****Books Wanted and for Sale**

Under these headings subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

**BOOKS WANTED****J. N. Adam & Co., Buffalo, N. N.**

Earle, Alice Morse, 2 Centuries of Costume in America, 2 volumes.  
Clinch George English Costume, McClurg.

**Allen Book and Prtg. Co., 45 Fulton St., Troy, N. Y.**

Alice Harman, M. W. Newman.  
Newcomb, Compendium of Spherical Astronomy.  
Studies in Mystical Religion, Rufus M. Jones.  
Spiritual Reformers in 16th and 17th Centuries, Rufus M. Jones.  
Calculus, Echols, Holt.  
St. John Genealogy, Grafton Press.

**American Baptist Publication Society, 125 North Wabash Ave., Chicago**

Religion of a Gentleman, by Dole.

**American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.**

Period of the Reformation, Havesser, American Tract Society edition.  
International Standard Bible Encyclopedia, complete set, new or second hand.  
Dictionary of Thoughts, Edwards.

**American Library Service, 500 Fifth Ave., New York**

U. S. Coast and Geodetic Survey, Annual Report, 1896, including Appendix 12.  
McGeod, Norman, Reminiscences of a Highland Parish.

Turner, Sharon, History of Anglo-Saxons.  
D'Israeli, Curiosities of Literature (and similar books)

Pepy's Diary, Wheatley's edition.

Pearl, Studies of the Face.

Koch, Frederick, Drawing Lessons, The Human Head.

Hay, Ian, The Oppressed English.

Harvard University and Lawrence Scientific School Catalogues, 1900 to 1904, inclusive.

Van Brunt, Henry, Greek Lines.

The University Prints, published in Boston.

Robinson, Edwin Arlington, first eds.

Forberg, Manual of Classical Erotology.

Chorier, Nicolas, Dialogues of Luisa Sigea.

Early American editions of Herman Melville.

Loveland Genealogy.

Finck, Life of Edward Grieg.

Waterloo, Story of Ab.

Hall, Jennie, Viking Tales.

Mabie, Myths Every Child Should Know.

Norse Myths.

**American Library Service—Continued**

Clippinger, Children's Literature.

Books by Wilkie Collins.

Vandewater, Virginia Terhune, The Love Gambler.

Hamilton, Cosmo, Blindness of Virtue (novel).

Wetherel, Miss, ay and Seal.

Baby Days, edited from St. Nicholas Magazine.

Maitland, Edward, The Pilgrim and the Shrine.

Kingford, Maitland, The Perfect Way.

John Owen's Works, edited by T. Russell.

Nettleton's, The Restoration Drama.

Saintsbury, History of Criticism, 3 vols.

Guiney, Louise Imogene, Happy Endings.

Plays by Edward Sheldon.

Turner, Barbarous Mexico.

Elbert Hubbard's Little Journeys, pamphlet form.

Owen, Robert Dale, Moral Physiology.

Meditations of Marcus Aurelius, translated by Geo. Long.

Smollett, Adventures of Peregrine Pickle, early ed.

Lanckester, Sir Ray, The Kingdom of Man.

Books by John Trevena.

Rowland, Henry, Silversides.

Osborne, Lloyd, Infatuation.

Benson, A Child of the Dawn.

Collected Verse of Kipling, illus. by Heath Robinson.

Hopkins, Literary Appreciations of Kipling.

LeQueux, William, The Czar's Spy.

Seltzer, Chas. Alden, Vengeance of Jefferson

Gawnee.

Rashdall, History Universities of Europe Middle

Ages.

Harris, Cora, Circuit Rider's Wife.

Thomas Heywood's Plays, Pearson.

Davis, Nora, Wallace Rhodes.

Earl, Guy, Court Wife.

Biographies of Grover Cleveland, Roscoe Conklin.

Neuman, Arthur, Hunting the Elephant Equatorial

Africa.

Vance, L. J., The Fortune Hunter.

**W. H. Andre, 607 Kittredge Bldg., Denver, Colo.**

The Road, by Jack London.

America In Romance, Markham.

Autobiographical Political Reminiscences, by Senator Shelby M. Cullom.

Booklovers Shakespeare.

**Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.**

Works of Rabelais, 2 volume edition, illustrations by

Health Robinson, Lippincott.

Wings of Danger, A. A. Nelson, McBride.

County of the Blind, Wells.

Englishman's Greek-English New Testament.

Gray World, Evelyn Underhill.

## BOOKS WANTED—Continued

## Aries Book Shop—Continued

The Enchanting Mysteries of Kathleen Carter, Pierre LeClercq.  
Oxford Book of Elizabethan Verse.  
Towards Democracy, Carpenter.  
Malayan Monochromes, Clifford.  
Divine Comedy, Temple Edition.  
Folio of Belgium.  
Posters, War.  
Our Navy in Nelson's Time, J. Masfield.  
Old Santa Fe Trail, Inman.  
Bend in the Road, De Weise, 6 copies.

Theodore Arnold, 333 Dolphin St., Baltimore, Md.  
Jordan On Investments.

Wm. M. Bains, 1213 Market St., Philadelphia  
Merriman's Velvet Glove.

Henry Carey Baird & Co., Inc., 2 West 45th St., N. Y.

Aluminium, Jos. W. Richards, 3rd edition.

Wm. Ballantyne & Sons, 1409 F Street, N. W., Washington, D. C.

Wentworth, A Marriage Under the Terror.

Barnie's Haunted Bookery, San Diego, Cal.  
Osborn, A. S., Questioned Documents.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.  
Gloria Patri, by Whiton.  
Nat. Hist. of Sperm Whale, by Beale, 1839.  
Pickering, W. H., The Moon, Doubleday, Page, 1903.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Universal Lumber, A B C 5th Code.  
Shepperson Cotton, Samper's Code.  
Western Union, Lieber's, 5-letter Codes.  
Any American-Foreign Language Code.

Bibliophile, 1350 College Ave., New York

Arnold & Frost, American Egypt.  
Belasi, The Inevitable War.  
Browne, Secrets of Stage Effect and Scene Painting.  
Jacobus, Ethnology of Sixth Sense.  
Maupassant, Walter Dunne, 1903, vol. 4 and any over 16.  
McClellan, The Heel of War.  
Moderel, The Theatre of To-day.

K. S. Bollman, 21 South Eighth St., Lebanon, Pa.  
Anderson, A. J., The A B C of Artistic Photography.  
Anderson, A. J., Fra Fillipi Filippo.

Brandt & Kirkpatrick, 101 Park Ave., New York  
Henry is Twenty, Samuel Merwin.

Brentano's, Fifth Ave. and 27th St., New York  
Life of Talleyrand, 5 vols.  
Thomas Moore's Life of Byrons.  
Frederic Leigh's Life of Byron.  
Whitman, First Editions.  
Whitman, Any Items.  
History of Martha's Vineyard, Chas. Banks, pub. by Geo. Dean.  
Traik, Trappers and Tenderfeet in Western Canada.  
Two in the Wilderness, Stanley Washburn.  
Pat Crow, Aviator, Brown.  
Dr. Lyon's Book on Furniture, 2 copies.  
Sorrrows of Werther, Goethe.  
I, Mary MacLane.  
Graydon's Memoirs, 1822.  
Thurlow Weed Memoirs.  
Jack Binns Memoirs, 1855.  
Man and the Earth, Reclus.  
Bulldog Pedigrees, Bowers and Jacksson.  
Bulldog Kennel Book, St. John Cooper.  
Bulldogs and Bulldogs Breeding.  
The Bulldog, E. Forman.  
Iron in All Ages, Swank.  
History of the American Fur Trade of the Far West, 3 vols., Maps and Plates, 1912, Chittenden.  
Napoleon, Watson.  
The Golden Bowl, 2 vols., James.  
Experiences of Eon and Eona, Mrs. Daniels.  
Manual of Operative Veterinary Surgery, A. F. A. Liantard.

## Brentano's—Continued

Castles and Abbeys and Ancient Halls of England, John Timbs & Alex.  
Indian Basketry, 2 vols., Otis I. Mason.  
Heliogobulus, Nathan.  
Bunker Bean.  
Notebook of a Naturalist, John Ball.  
Virginia's Attitude Towards Slavery and Secession, Munford, 3 or 4 copies.  
Cosmic Consciousness, Bucke.  
Esscoffier's Cook Book, pub. Hotel Monthly.  
History of the City of Hudson, N. Y., Bradbury.  
The Soul of the Moor, S. D. Jolly.  
The Poms of Satan.  
The Perfume of Eros.  
Love and Love.  
Madame Sapphira.  
Enthralled.

The Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.

Dictionary of Geology and Mineralogy, Wm. Humble, London, 1843, 2nd edn. or 1st edn.  
Handbook of Geological Terms, David Page, London, 1845, pub. Wm. Blackwood & Sons, 2nd edn. or 1st edn.

The Brick Row Book Shop, Inc., Princeton, N. J.  
Poems of Amory Cook, 2 copies.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Century Readings, by Cunliffe, etc.  
Hough & Sidgwick, Human Mechanism.  
Chesterton's Life of Browning.  
Zola's Downfall.  
Selections from Old and Middle English, by Carleton Brown.  
Zoology for Medical Students, by J. Graham Kerr.

The Brooklyn Museum, Eastern Parkway, Brooklyn, N. Y.

Forest & Stream, v. 90, no. 2.  
The Poster, vol. 5, nos. 1-6; vol. 10, nos. 1, 3-5, 11; vol. 11, nos. 1 and 8.

Brown Book Shop, 328 State St., Madison, Wis.  
Böhm, Bowerk Positive Theory of Capital.  
Böhm, Bowerk Capital and Interest.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.  
Davis, Art of Worldly Wisdom.  
Beecher, H. W., Lectures and Orations.  
The Jumel Mansion, Henry Chisholm.

Carleton College Library, Northfield, Minn.  
Stevenson, Home Book of Verse, 1912.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.  
Sam. Johnson's Large Dictionary.  
Electrical Meterman's Handbook.  
Lutjen, Houses and Gardens.  
Sullivan, Ireland of Today.  
Stephens, Canoe and Boat Building.  
Attfeld, Chemistry, 19th ed.  
Jones, Mathematical Wrinkles.

Chamberlain Bros., Pittsfield, Mass.

Taghconic, by Smith.  
George M. Chandler, 75 E. Van Buren St., Chicago  
Haydn, Dict. of Dates.  
Mencken, Europe After 815, first ed.  
Marshall's Washington, 5 vols.  
Kouns Dorcas.  
Curtis, A., Some Masters of Lithography, 1897.  
Ency, Britannica, Handy Vol. Ed., 29 vols.  
Scott, Men of Letters, Doran.  
Santayana, Sonnets and Other Verses.  
Rossetti, C. G., Sing Song.  
Landor, Across Unknown South America, 2 vols.  
Guest, Edgar, Breakfast Table Chat.  
Ford, Scotch-Irish in America.  
Fithians Diary.  
Dix, The Gate of Horn, 2 copies.  
Don Quixote, Gibbings ed., 4 vols.  
Crow, Indian Language, Any book on.  
Breasted, Reading Journey Through Egypt.  
Chapman's Bookstore, 190 Peel St., Montreal, Canada  
Canada and Its Provinces.  
Maria Chapdelaise, Edition Lefevre.  
All Canadian Books.



## BOOKS WANTED—Continued

## Chillicothe Public Library, Chillicothe, Ohio

New Americana Encyclopedia.  
Child's Book of Knowledge.  
The Standard Reference Work.

## City Library Association, Springfield, Mass.

Dodge, Our Wild Indians.  
Century Cyclo. of Names, 1914 ed.  
Modern Business, Alex. Ham. Inst., v. 9.  
Bertram, Flagellation and the Flagellants.  
Besant, London.  
Boas, In Shakespere's England.  
Bosanquet, Philosophical Theory of the State.  
Fenton, Descendants of Solomon Fenton.  
Gronau, Michael Angelo.  
Leslie, Specimens of Drawing and Engraving on Wood.  
Lossing, History of the Civil War.  
Lounsbury, Guide to the Wild Flowers.  
Mason, Pestalozzian Music Teacher.  
Parloa's New Cook Book.  
Patterson, Small Boat Building.  
Smiles, Thrift.  
Torrey, Rubber Industry.  
Walsh, Making a Tennis Court.  
Wilson, Nature Study in Elementary Schools, First Reader, 3 copies.

## A. H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Kip, Early Jesuit Missions in N. A., 1847.  
Hanna, Wilderness Trail, 2 vols.  
Darnell, Elias, Jr., containing Acct. of Hardships, Sufferings, Battles, etc., 1854.  
Amer. Mariners, Vindication of Character, etc.  
Skidmore, Rights of Man to Property, 1829.  
Toulmin, Desc. of Ky., 1792.  
Huneker, Painted Veil.  
Vaca, Journey of, tr. by Bandelier.  
Beauchamp, N. Y. State Museum Bull., nos. 41, 50, 73, 78, 89, 108.  
Mexican Border Comm. Rept., tr. fr. Mex. eds., 1875.  
Modern Eloquence, vols. 4 and 5.  
Rockhill, Journey Towards Lhasa.  
Naval Monument, Containing Battles between Navies of U. S. and Great Britain.  
Reeve, Craig Kennedy Stories, any vols.  
Neff, Army and Navy of Amer., etc., 1845.  
Hart, Foundations of Amer. Foreign Policy.  
Domschcke, Zwanzig Monate in Kriegs-Gefangenschaft, 1865.  
Pollard, Black Diamonds Gathered in Darkey Homes of South.

## The John Clark Co., 1486 West 25th St., Cleveland, O.

The American Pioneer, 2 vols., Cinc., 1842-3.  
Britton, Cathedral Antiquities of Great Britain.  
The English Hexapla.  
Lodge, Henry C., Theodore Roosevelt.  
Tylor's Primitive Culture.  
Weems' Life of Washington.  
Bishop, Theodore Roosevelt and His Time.  
Roosevelt, First editions of the following:  
American Ideals and Other Essays.  
Big Game Hunting in the Rockies.  
A Book-Lover's Holidays in the Open.  
California Addresses.  
Chapters of a Possible Autobiography.  
Conservation of Womanhood and Childhood.  
The Deer Family.  
The Foes of Our Own Household.  
Good Hunting in Pursuit of Big Game in the West.  
Gouverneur Morris.  
The Great Adventure.  
Hero Tales from American History.  
Hunting Trips of a Ranchman.  
Life-Histories of African Game Animals.  
The Naval War of 1812.  
The New Nationalism.  
Notes on Some of the Birds of Oyster Bay.  
Outdoor Pastimes of an American Hunter.  
Ranch Life of the Hunting Trail.  
Stories of the Great West.  
Stories of the Republic.  
The Strenuous Life.  
The Summer Birds of the Adirondacks.  
Theodore Roosevelt: an Autobiography.  
Letters to His Children.  
Thomas Hart Benton.  
Through the Brazilian Wilderness.

## John Clark Co.—Continued

The Winning of the West, vols. 3 and 4, 1894 and 1896.  
Alams, John Quincy, Memoirs, 12 vols.  
Adams, Documents relating to New England Federalism.  
Ames, Speeches in Congress, 1789-96.  
Weed, Thurlow, Life of, 2 vols.  
Bentham, Deontology or the Science of Morality, 1834.  
Berry, Manual of Marching.  
Bantell, Roger Sherman.  
Bradford, Speeches of the Governors of Massachusetts, 1765-1775.  
Buxton, The A B C Home Rule Hand Book.  
Byerly, Differential Calculus.  
Chester, Determinative Bacteriology.  
Clarke, Modern Spain, 1815-1898.  
Crile, Man; an Adaptive Mechanism.  
Cunningham, The Reformers and the Theology of the Reformation.  
Dew, Review of the Debate in the Va. Legislature, 1831-2.  
Dickinson, Revolution and Reaction in Modern France.  
Dilke, The British Empire.  
Du Bois, Contemporary Ireland.  
Edwards, Jonathan, On the Will.  
Fansler, Types of Prose Narratives.  
Fere, Pathology of Emotions.  
Fichte, New Exposition of the Science of Knowledge.  
Fitch, Steel Workers.  
Ford, Writings of John Dickinson.  
Fourier, Analytical Theory of Heat.  
Fullerton, Philosophy of Spinoza.  
Gray, Theory and Practice of Absolute Measurements in Electricity, vol. 2, part 2.  
Green, The Spanish Conspiracy.  
Greenhow, Memoir on the Northwest Coast.  
Griffis, America in the East.  
Griffis, First American Envoy in Japan.  
Hale, Woodrow Wilson.  
Halsted, Rational Geometry.  
Harmay, Don Emilio Casteler.  
Harper, A Memoir in Slavery.  
Hill, Highways of Progress.  
Hoar, Autobiography of Seventy Years.  
Jones, Life of Andrew Jackson.  
Jones, Mathematical Wrinkles.  
Jordan, War and Waste.  
Krout, Hawaii and a Revolution.  
Loeb, Dynamics of Living Matter.  
McClure, Abraham Lincoln's Speeches.  
McConachie, Congressional Committees.  
Martineau, A Study of Spinoza.  
Metternich, Prince, Memoirs, 8 vols.  
Moore, The New Haven Mathematical Colloquium.  
Newell, The Legend of the Holy Grail, 1902.  
Otis, Rights of the British Colonies.  
Pares, Russia and Reform.  
Pearce, Philosophical Meditations.  
Pollard, England Under Protector Somerset.  
The Pro-Slavery Argument, Lipp., 1853.  
Ridgeway, The Origin of Tragedy.  
Riley, American Thought.  
Robertson, Debates of the Convention of Va., 1802.  
Russell, Co-operation and Nationality.  
Schelling, Philosophy of Art.  
Smith, Number Games and Number Rhymes.  
Strobel, The Spanish Revolution, 1868-75.  
Taine, Modern Regime.  
Tarbell, Napoleon's Addresses.  
Aquinas, Handbook in Annexation of Hawaii.  
Vincent, Internal Secretions of the Ductless Glands.  
Vetzthum von Eckstadt, Reminiscences of.  
Whitehouse, The Sacrifice of a Throne.  
Zizsk, Statistical Averages.  
Lang, Study in Forgeries and Folk-Lore.  
Croiset, Aristophanes and the Political Parties at Athens.

## James H. Collins, 70 Fifth Ave., New York

Elijah Kellogg's Elm Island and Pleasant Cove ser., any vols.

## Columbia University Library, New York City

Edgren, A. H., Italian and English Dictionary. Holt.  
Gasc, F. E. A., Library Dictionary of the French and English Language. Holt.  
Aeschylus-Orestia, tr. by Warr, Longmans.  
Proctor, The Trials and Triumphs of the Young Lawyer.

## BOOKS WANTED—Continued

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.  
Harvard Classics, 50 vols.  
Hall's History of Auburn, N. Y.

Cotterel-Ebner Co., 9 N. 2nd St., Harrisburg, Pa.  
Any copies, especially Dickens, Winston's Illustrated Handy Classics, in limp leather.

L. M. Cromwall, 227 Pennsylvania Ave., Washington, D. C.

Evans, Agency, Bedford ed., 1898.  
Great American Lawyers, set.  
Salmon, Higher Plane Curves, 3rd ed.  
Mayne Reid's Works, asy.  
Pyle, Buccaneers of America, 1891.  
Arthur Young's Works, any.  
Cary's Political Economy.  
Martin, Hist. Granger Movement.  
Kelly, Origin and Progress Patrons of Husbandry.  
Smith, Grains for Grangers.  
Periam, The Ground Swell.  
Danning, Farmer's Alliance History.  
Morgan, History of Wheel and Alliance.  
Encyclopaedia Biblica.  
Morris, The Voice in the Rice.  
Carey, Man of Social Science.  
Biographical Annals of Franklin Co., Pa.  
Arius the Libyan.  
Oahspe Bible.  
Hamerton, Landscape.  
Hungerford, Beauty's Daughter.  
Hungerford, Mental Struggle.  
Kecht, Pruning the Vine.  
Roberts, Culture of the Vine.  
Knowlton, Our Hardy Grapes.  
Rafinisque, Manual Grape Vine.  
Dennison, Grape Culture.  
Hyatt, Grape Culture.  
Meredith, The Grape Vine.  
Gissing, New Grub Street.  
Loti, Rarahu.  
Talbert, Steamship Conquest of Sea.  
Tooker, Call of the Sea.

T. O. Cramer's Book Store, 1321 Grand Ave., Kansas City, Mo.

The Paxton Family, Genealogy.  
John N. Edwards, Noted Guerillas.  
Bradley's Life of Frank and Jesse James, St. Louis, 1880.  
Any volumes of American Book Prices Current, 1905 or later.

Dartmouth College Library, Hanover, N. H.

Burbank, His Methods and Discoveries, vol. 1.  
Crane, Steven, Black Rider.  
Nat. Research Council, Reprints, no. 12.  
Anderson, Constitution and Documents of France.  
Wilkinson, W. C., Poems.  
Wood, Alphonso, Botanical Works.  
Zirver, Treatise on Mechanics.  
Zahm, Sound and Music.

Davis' Bookstore, 49 Vesey St., New York

Hubbard's Little Journeys, 14 vols., full morocco.  
Richard Mansfield, by Winter.  
Bailey's Encycl. of Agriculture, 4 vols.

Dennen's Book Shop, 37 East Grand River Ave., Detroit, Mich.

Stokes, Mystery of the Sea.  
Stokes, Famous Impostors.

Dives, Pomeroy & Stewart, Harrisburg, Penn.

The Pilot, A book of daily guidance from master minds; bound in black leather, published by the Page Company, 2 copies.  
The New World Problems in Political Geography, Bowman, published by the World Book Company.

Dixie Business Book Shop, 140 Greenwich St., New York

Natural Rock Asphalts, Dandy.  
Kentucky Natural Rock Asphalt, Boardman.  
Dewey on Contracts for Future Delivery and Commercial Wagers.

Chas. H. Dressel, 552 Broad St., Newark, N. J.  
Hendrick, The Story of Life Insurance.

The Dulany-Vernay Co., 339 North Charles St., Baltimore, Md.

Dry Fly Etomology, F. M. Halford, 1905.  
Dry Fly Fishing in Theory and Practice.

E. P. Dutton & Co., 681 Fifth Ave., New York

American Institute of Mining and Metallurgical Engineers, vol. 51.  
Audubon's Birds of America, 8vo, 1840-44, Quadrupeds, first and subsequent eds.  
Beard, G. M., Psychology of Salem Witchcraft.  
Bain, Peter III of Russia.  
De Mille, The American Baron.  
Felton, History of the Feltons.  
Forbush, Game Birds, Wild Fowl and Shore Birds.  
Grinnell, American Duck Shooting.  
Huneker, Painted Veils.  
Hugo, Les Miserables, Eastes and Lauriat Int. Ltd. Edition, L. P., vol. 1.  
Huntington, Our Wild Fowl and Waders; Our Feathered Game.  
In the Chimney Corner, A Child's Book.  
Methuen's Illustrated Pocket Library of Plain and Colored Books, set or any vols.  
Melville, H., Typee, New York, 1846; Typee, Revised Edition, N. Y., 1847; Omoo, N. Y., 1847; Mardi, N. Y., 1849; White Jacket, or the World in a Man of War, N. Y., 1850; Moby Dick, or, the Whale, N. Y., 1851; Pierre, or, the Ambiguities, N. Y., 1852; Israel Potter, his Fifty Years of Exile, N. Y., 1855; The Piazza Tales, 12mo, N. Y., 1856; The Confidence Man, his Masquerade, N. Y., 1857; Battle-Pieces and Aspects of the War, N. Y., 1866; Clarel: A Poem, and Pilgrimage in the Holy Land, N. Y., 1876; John Marr and Other Sailors, N. Y., 1888; Timoleon, N. Y., 1891.  
Mines, Mines and Copper Handbook, vol. 15.  
Money, Guns, Ammunition and Tackle.  
Sandys and Van Dyke, Upland Game Birds.  
Sage, Salmon and Trout, 10 copies.  
Smith, A. L. S., Canadian Naturalist, Series II, vol. 13, 1867, pp. 157-160.  
Sanford, Water Fowl Family.  
Walcott Java and Her Neighbours.  
Whittier, J. G., Justice and Expediency, 1833.  
With the Fairies, Boston, 1891.  
Wilkes, G., The History of Oregon, New York, 1845.  
Whitman, Drum Taps, first edition.  
Yale Literary Magazine, May, 1896.

Peter Eckler Publishing Co., P. O. Box 1218, New York

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Travels in Philadelphia, McKay, 1920.  
Hodgson, Adam, Letters from North America written during a Tour of the United States and Canada, 2 vols., 8vo, London, 1824.  
Stuart, James, Three Years in North America, 2 vols., 8vo, Edinburgh, 1833.

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Eddy, C. F., Arraignment of Freemasonry, Waltham, 1909.  
Ewer, Stability of Freemasonry, N. Y., 1865.  
Futrelle, Jacques, High Hand; Chase of Golden Plate, 1906.  
Futrelle, Mae, Secretary of Frivolous Affairs.  
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N. Y. Hist. Society, vols. 47-49 incl.  
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Genealogies: Pilgrim Alden.  
Chadbourne Gen.  
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Bowker, Richard R., Publications of Societies, 1899.

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Moulton's Library of Criticism, 8v. Buffalo, Moulton  
 Pub. Co., 1901-05.

West, Algae, Put. 7.50.

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Smith, The Great Pyramid.

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Lansdell, Chinese Central Asia, 2 vols., 1894.

Hutton, Dr. John, At Close Quarters.

Hutton, Dr. John, The Winds of God.

Beardsley, Isaac H., Genealogical History of Beardsley Family in America, 1902.

Terhune, E. M., A Gallant Fight.

McGuffey's Third Reader.

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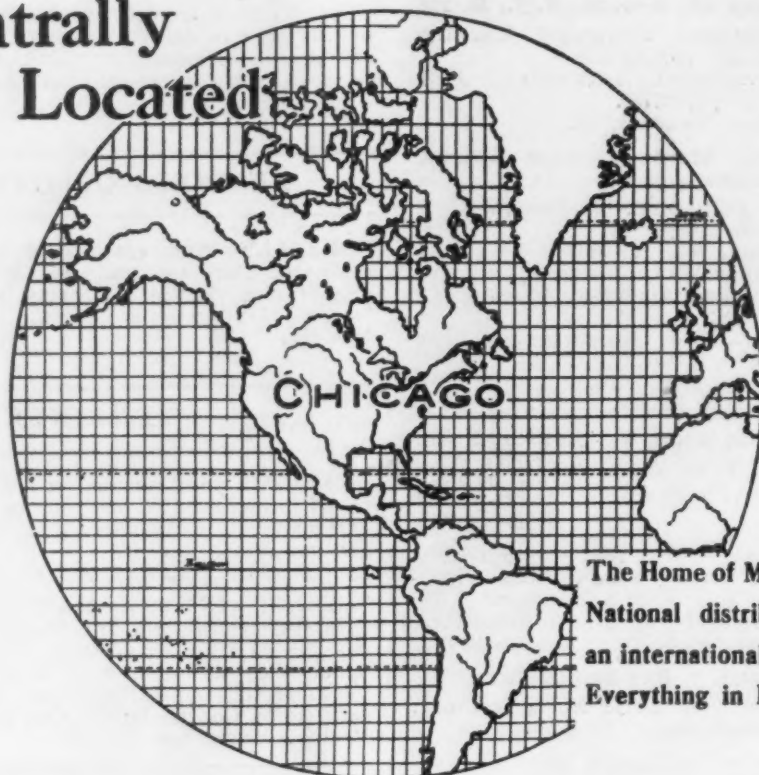
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